

# GRAIN DEALERS JOURNAL

Vol. LI. No. 7.

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## INDIANAPOLIS

offers exceptional opportunities to shippers of all grains. Its local consumption is large and its many diverging lines of railroads enable it to serve great consuming districts in the East and South.

It is the railroad terminal for Western, Eastern and Southern lines. Its main line connections between East and West guarantee prompt handling. Indianapolis has ample and efficient grain handling facilities and its advantageous location makes it the convenient market for your grain.

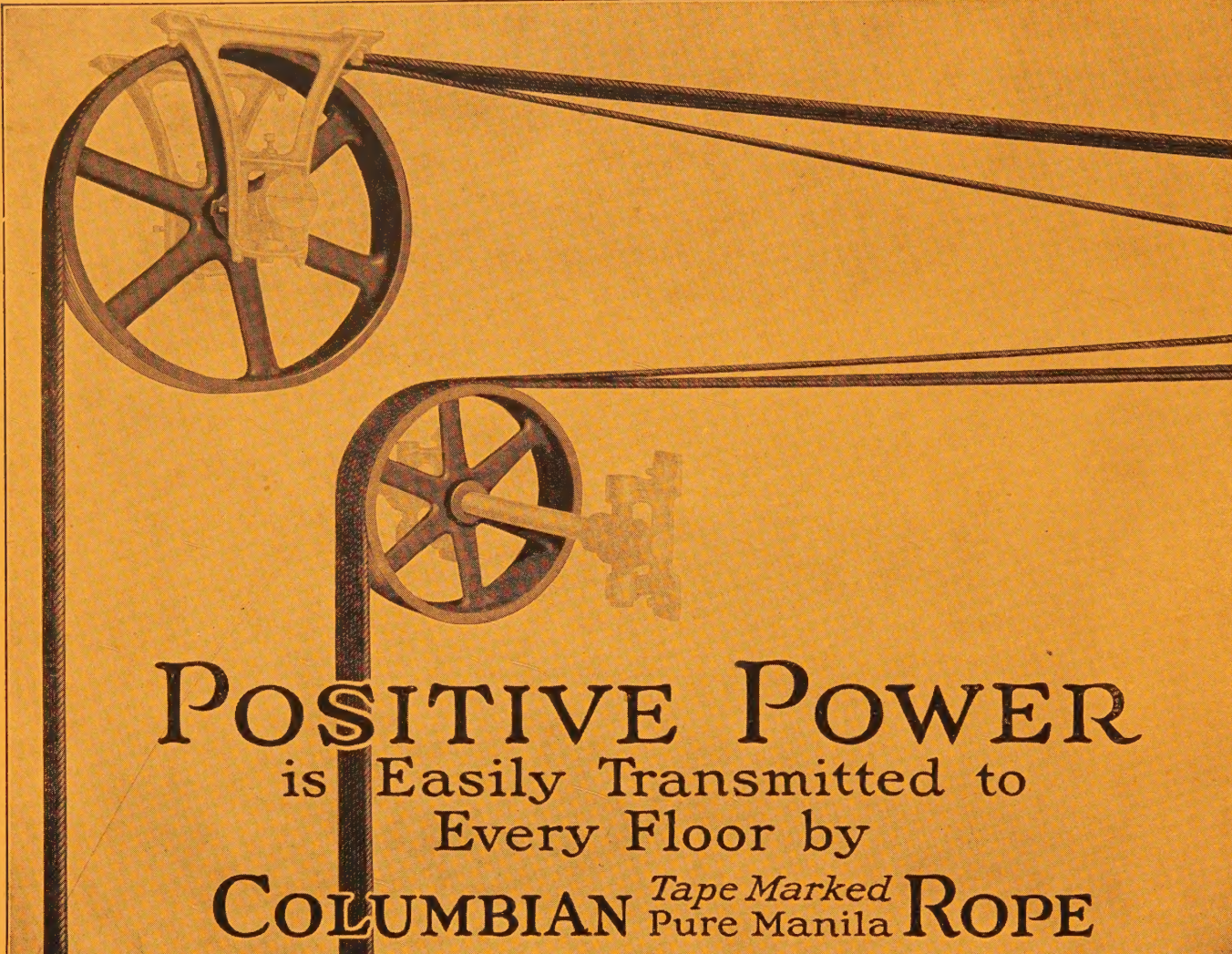
The thorough service rendered by the Indianapolis grain firms assures you of complete satisfaction on shipments to this market.

Acquire the Indianapolis habit and ship to any of these Board of Trade Members:

*James E. Bennett & Co.  
The Bingham Grain Co.  
Bert A. Boyd Grain Co.  
The Cleveland Grain & Milling Co.  
Hart-Maibucher Co.  
Hayward-Rich Grain Co.  
The Lew Hill Grain Co.*

*W. F. Kassebaum  
H. E. Kinney Grain Co.  
Lamson Bros. & Co.  
Carl D. Menzie Grain & Bkg. Co.  
National Elevator Co.  
Steinhart Grain Co.  
Frank A. Witt*



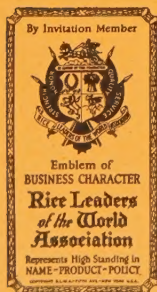


**POSITIVE POWER**  
is Easily Transmitted to  
Every Floor by  
**COLUMBIAN** *Tape Marked* **ROPE**  
Pure Manila

Superintendents of flour mills, grain elevators, paper mills, manufacturing plants, etc., definitely know that Rope Drives deliver maximum power most efficiently, even around odd angles, to every floor, and with minimum cost for maintenance, as evidenced by their continued use in the most modern and best equipped factories in the country.

The choice of these experienced men is the Rope containing the familiar red, white and blue *Tape-Marker* on which the printed words "Guaranteed Rope, made by Columbian Rope Co., Auburn, N. Y." assure the user of a truly fine product which has the manufacturer's genuine backing.

We guarantee prompt shipment of our Guaranteed Transmission Rope in any standard size and any length. Write or wire your requirements today.



## Columbian Rope Company

322-60 Genesee Street

Auburn, "*The Cordage City*" N. Y.

Branches:—

New York

Chicago

Boston

Houston



# ST. LOUIS

Surrounded by the great grain producing areas of the Mississippi Valley desires to serve you—

Located where 26 lines of railroads converge, it has unexcelled transportation from the grain producing areas of Missouri, Illinois, Kansas, Iowa, Colorado and States further west—

The terminus of eastern trunk lines, and having direct through lines to the gulf, including a modern government operated barge line to New Orleans, at a differential of 4 cents per bushel on wheat and 3.64 cents on corn under the rail rate, St. Louis is regarded by foreign buyers as a logical starting point for foreign grain shipments. The lower freight rate by water enhances the price at St. Louis which inures to the benefit of the country shipper—

The enormous flour and feed milling industries of the city, enjoying many in-transit privileges and selling there product for export and to the cotton producing south, also take a large percentage of St. Louis grain receipts—

Give any of these members of the St. Louis Merchants Exchange listed here an opportunity to prove to you the advantages of this market—

**Marshall Hall Grain Co.**

**Langenberg Bros. Grain Co.**

**Powell & O'Rourke Grain Co.**

**Nanson Commission Co.**

**Von Rump Grain Co.**

**Kellogg-Huff Commission Co.**

**Wm. D. Orthwein Grain Co.**

**Martin & Knowlton Grain Co.**

**Jostes-Lusk Grain Co.**

**Fuller-Wooldridge Com. Co.**

**Seele Bros. Grain Co.**

**Stokes-Barkley Grain Co.**

**Picker & Beardsley Com. Co.**

**Morton & Co.**

**W. J. Edwards Grain Co.**

**Schultz & Niemeier Com. Co.**





# CAIRO

All Associations have done a splendid work for the grain trade. They have improved the rules, methods and practices with great benefit to the members of the trade and those served by them. The Board of Trade of Cairo, like others, is striving to promote cordial business relations and fair dealing. It is at your service.

## Cairo Board of Trade Members

Halliday Milling Co.

Hastings Stout Co.

Halliday Elevator Co.

Lynch Grain Co.

Samuel Hastings Co.

Cairo Elevator & Mill Co.

Pink & Company

Thistlewood & Co.

Chas. Cunningham & Son

H. S. Antrim & Co.

Cairo Grain Commission Co.

*"You Can Do Better in Cairo"*

**27th Annual Conventi**



# MILWAUKEE

## WHY

the Milwaukee grain market retains its supremacy and the Chamber of Commerce sustains a leading position in the face of keen competition can be told briefly:

Milwaukee at all times has a big, broad market for all Grains.

Its shipping facilities are among the best on the Great Lakes and its harbor is one of the most secure and ample.

Its industrial consumption provides an active demand all the year.

It offers a premium over other markets in competitive territory for consignments, because it has a big shipping demand and very large elevator capacity.

Its remittances on consignments are extremely prompt.

***Millers, Exporters and Country Shippers are invited to investigate the advantages to be derived by dealing with any of these Milwaukee Chamber of Commerce Members.***

Bush Grain Co.  
W. M. Bell Company  
Froedtert Grain & Malting Co.  
Udike Grain Corporation  
Donahue-Stratton Co.  
Milwaukee Grain Commission Co.  
P. C. Kamm Co.  
The Franke Grain Co.  
E. P. Bacon Co.  
Henry Rang & Co.


Mohr-Holstein Com. Co.  
L. Bartlett & Son Co.  
Fraser-Smith Co.  
J. V. Lauer & Co.  
Cargill Grain Co.  
Deutsch & Sickert Co.  
LaBudde Feed & Grain Co.  
Lamson Bros. & Co.  
Roy I. Campbell  
(Successor to Runkel & Dadmun)



# OMAHA

No other market is as admirably located to handle the grain crops of the West as Omaha. Situated right at the gateway of the West to the East and South it is the logical distributing point for the enormous Western crops to the large Eastern and Southern consuming district and for export.

Railroad and grain elevator facilities together with a well organized Grain Exchange assures satisfaction on any grain transaction entrusted to these Grain Exchange Members.



Black Hawk Grain Co.  
Geo. A. Roberts Grain Co.  
The United Grain Co.  
Updike Grain Corp.  
Crowell Elevator Co.  
Tiffany Grain Co.

Scott-Wild Grain Co.  
Dolphin-Jones Grain Co.  
Carlisle-Burns Grain Co.  
Mid-West Grain Co.  
Taylor Grain Co.  
Vincent Grain Co.

Albers Commission Co.



# PEORIA

Because Peoria has become a most important distributing point for grain to the South, Southeast and East, and because of the large local milling demand, the members of its Board of Trade are in position to give shippers of grain top price at all times. The profit side of your ledger will be more attractive after a short time of dealing with these Peoria Board of Trade Members.

*P. B. & C. C. Miles*

*W. W. Dewey & Son*

*Turner-Hudnut Co.*

*C. H. Feltman Grain Co.*

*Warren Commission Co.*

*Harrison Ward & Co.*

*Tyng Grain Company*

*Mueller Grain Co.*

*Luke Grain Co.*

*G. C. McFadden & Co.*

*S. C. Bartlett Co.*

*Geo. W. Cole Grain Co.*

*Lamson Bros. & Co.*





**—there's just one real way**

to reach the large feed, grain seed and flour consuming territory of the Southeast, and that way is through the Nashville Grain Market.

Nashville is the largest grain sacking point in the country, drawing grain from many states north and west and reshipping to a large buying field, either bulk, sacked, ground into flour or mixed into feed.

Bear in mind that Nashville has all necessary facilities for drying and conditioning grain.

You can't get around the Nashville market, you must go through it, if you wish to ship to the Southeast. Make your Nashville connections today from the list of reputable firms shown below.

# NASHVILLE

## Grain Exchange Members

**W. R. Tate**

Receivers and Shippers.

**The Gillette Grain Co.**

Operators Steel Elevator.

**Tennessee Grain Co.**

Receivers and Shippers.

**John A. Tyner & Co.**

Wholesale Grain, Stock Peas,  
Storage Sacked or Bulk.

**J. H. Wilkes & Co.**

Grain, Flour, Feeds.

**R. H. Worke & Co.**

Grain, Feed, Hay.

**South Land Mill & Elevtr. Co.**

Flour and "South Land" Feeds.

**McKay-Reece Co.**

An Old Reliable Seed House.

**Allen Grain Co.**

We specialize in soft wheat.

**W. H. Crozier & Co.**

Grain and Feed Mfr.

**Chas. H. Vincent**

Receivers and Shippers.

**J. R. Hale & Sons**

Receivers and Shippers.

**Chas. D. Jones & Co.**

Receivers and Shippers.

**S. S. Kerr**

Receivers and Shippers.

**Liberty Mills**

Flour and Feed.

**Chas. A. Hill & Co.**

Seeds and Grain.



# MEMPHIS

## MUST BE CONSIDERED

The Memphis market must be considered by all who wish to help supply the large demand of the Southeast for all kinds of mixed feeds and feeding grains as well as mill products. Memphis is most favorably located to supply the Southeast and for that reason has become the Largest Mixed Feed manufacturing center in the country.

**Sessum Coal & Grain Co.**  
Grain, Mixed Feed

**E. E. Buxton**  
Broker and Commission Merchant

**L. P. Cook**  
Receiver and Shipper

**Cereal Byproducts Co.**  
"Everything for Mixed Feeds"

**Pease & Dwyer**  
Grain, Mixed Feed

**Embry E. Anderson**  
Grain, Hay, Ear Corn a Specialty

**Mississippi Elevator Co.**  
Grain Dealers, Feed Mfrs.

**Clark-Burkle & Co.**  
Grain and Hay

**U. S. Feed Co.**  
Grain, Hay, Millfeed

**Scruggs-Robinson Co.**  
Broker, Com. Merchant, Consignments

**Davis & Andrews Co.**  
Grain, Mixed Feed

**Edgar-Morgan Co.**  
Mixed Feed Mfrs., Grain

**Denyven & Co.**  
Broker and Commission

**J. E. Tate & Co.**  
Wholesale Grain Dealers

**Walter M. Browne**  
Brokerage and Commission-Consignments

**Royal Feed & Milling Co.**  
Mixed Feed Mfrs.

**John Wade & Sons, Inc.**  
Grain, Feed, Flour

**International Sugar Feed Co.**  
Mfrs. Sweet Mixed Feed

**Heckle Bros.**  
Grain-Flour-Feed

**Superior Feed Co.**  
Mfrs. Mixed Feed, Grain Receivers

**The Quaker Oats Co.**  
Feed Manufacturers

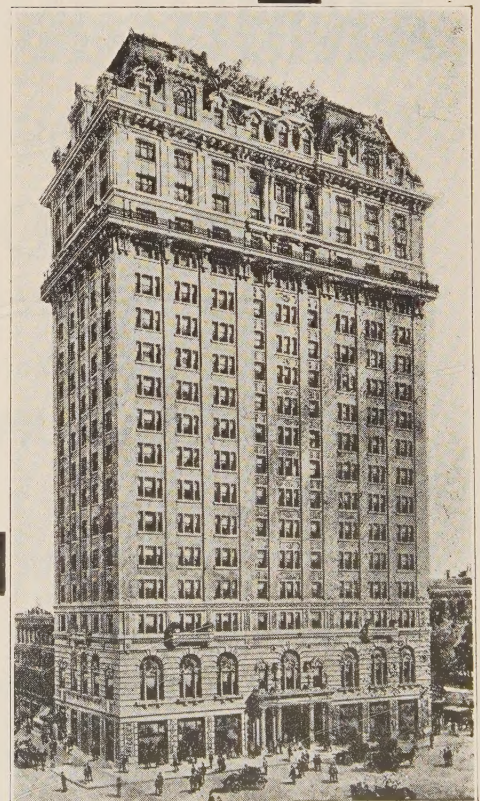
**T. B. Jones & Co.**  
Wholesale Grain and Feed

**B. H. Williamson & Co.**  
Grain, Feed, Alfalfa Meal

**E. W. Wyatt**  
Broker Grain and Mill Feed

**Valley Brokerage Co.**  
E. W. Sommer

**E. L. Luibel Company**  
Grain and Feed Specialist  
Strictly Commission



MEMPHIS MERCHANTS EXCHANGE





# LAMSON BROS. & CO.

Cash Grain and Future Market

**SERVICE**  
In All Markets

166 West Jackson Blvd.

8 Board of Trade Bldg.

CHICAGO, ILL.

# ARMOUR GRAIN COMPANY

208 So. La Salle Street, Chicago

**GRAIN DEALERS**

*Manufacturers of*

**ARMOUR'S GUARANTEED CEREALS**

Mapl-Flake

Armour's Corn Flakes

Armour's Pancake Flour

Armour's Noodles

Armour's Macaroni

Armour's Spaghetti

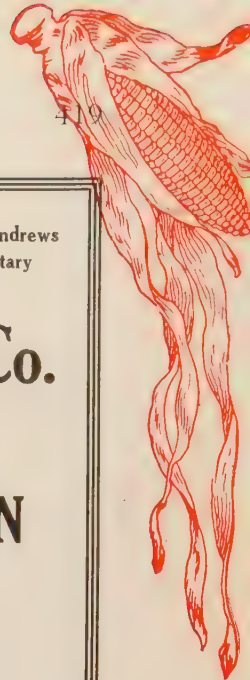
and

**Armour's Oats**



The ONLY WHOLE OAT  
Flakes that cook perfectly  
in 10 to 15 minutes





# ROSENBAUM

## Grain Corporation

*Grain  
Merchants*

*Private Wires in All Important Markets*

BRANCH OFFICES:

Omaha, Minneapolis, Duluth, Oklahoma City,  
Fort Worth, Galveston

Eugene Schifflin  
President

P. H. Schifflin, Jr.  
Treasurer

R. E. Andrews  
Secretary

## Philip H. Schifflin & Co.

(INC.)

### GRAIN COMMISSION

514-517 Postal Telegraph Bldg.

CHICAGO

Branch Offices:

F. F. Munson

Champaign, Illinois

R. T. O'Neill

Joliet, Illinois

G. N. McReynolds

Mason City, Iowa

B. L. Nutting

Spencer, Iowa

# GRAIN

A half century of steady growth  
has perfected an organization com-  
plete and efficient in all branches  
of the grain business.

Our  
**50<sup>TH</sup>**  
Year

Eight  
Traders  
at Your  
Service

## GRAIN FUTURES

Consignments

Sales to Arrive

*Solicited*

## J. J. BADENOCH CO.

Third Floor  
Postal Telegraph Bldg., **Chicago**

## Uhlmann Grain Co.

Chicago

Kansas City

*Private Wires*

Chicago

Atchison

Kansas City

Members

Chicago Board of Trade  
Kansas City Board of Trade  
Winnipeg Grain Exchange





POPE & ECKHARDT Co.  
Commission Merchants  
GRAIN and SEEDS  
CHICAGO

CORRESPONDENCE INVITED

YOUR SUCCESSFUL PROGRESS  
AND PROSPERITY DEMAND  
PROMPT, EXPERIENCED, EFFI-  
CIENT AND ACTIVE SERVICE  
BY RESPONSIBLE COMMISSION  
MERCHANTS.

WE ARE HERE TO SERVE YOU AT  
ALL TIMES AND IN EVERY WAY.

BEACH-WICKHAM  
GRAIN COMPANY



Chicago

St. Louis

Peoria

*Private Wires*

Des Moines, Ia.  
Burlington, Ia.  
Keokuk, Ia.  
Fort Dodge, Ia.  
Fairbury, Ill.

Bloomington, Ill.  
Decatur, Ill.  
Streator, Ill.  
Pontiac, Ill.  
Sheldon, Ill.

Kankakee, Ill.

*Consignments a Specialty*

CROSS, ROY & SAUNDERS  
INCORPORATED

POSTAL TELEGRAPH BUILDING  
CHICAGO

**Grain Commission**

WE SPECIALIZE IN HEDGING AND  
SPREADING OPERATIONS  
BETWEEN TERMINAL  
GRAIN MARKETS

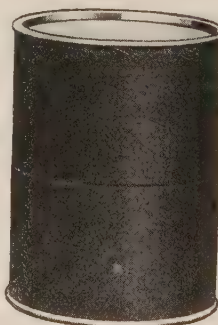
PROVISIONS

Operators of the  
WHITE CITY COLD STORAGE CO.  
39th and Robey Streets

MEMBERS:

Chicago Board of Trade  
Minneapolis Chamber of Commerce  
Winnipeg Grain Exchange  
New York Produce Exchange  
Duluth Board of Trade

Protect Your Samples



Here are the proper CONTAIN-  
ERS for sending out samples of  
grains, feed and seeds. These are  
fibre, waterproofed with tin ends.  
Actual size  $3\frac{3}{4}$ " high x  $2\frac{1}{4}$ " in  
diameter. They are strongly made  
of six layers of coated strawboard  
with telescoping top and will bear  
weight of 300 pounds without  
crushing. Only a limited quantity  
available.

Prices \$7.50 to \$17.50 per thousand  
according to quantity purchased.

Write for samples.

**United Export Corp.**

20 East Jackson Blvd.  
Chicago, Ill.

Eliminate Weevil

with

**Liquefied Hydrocyanic Acid**

Developed for the elimination of Moth and  
Weevil in mills, elevators and grain  
in storage.

Endorsed by

The Mutual Fire Prevention Bureau

**A. R. Young Material Co.**

1710 Grand Avenue

KANSAS CITY, MO.



Ask for our Special Track Bids

# PARKER CORN COMPANY

*Buyers of  
Corn, Oats and Barley*

*7 and 8 Board of Trade  
Kansas City - Missouri*

J. F. Parker, Pres.

C. H. Manning, Secy.

## Uhlmann Grain Co.

Chicago, Ill.      Kansas City, Mo.

Katy Elevator, Kansas City, Mo.  
Capacity 1,000,000 bus.

Specialize in Storing  
Grain for Millers and  
Grain Dealers in  
special bins

FRED UHLMANN, Chicago, Pres.  
PAUL UHLMANN, Kansas City, Vice Pres.  
RICHARD UHLMANN, Chicago, Secy-Treas.

## MOORE-SEAVER Grain Company

Board of Trade  
Kansas City, Mo.

### Receivers and Shippers

Wheat—Corn—Oats  
Barley—Rye

*Always in the Market*

Ask for our quotations and bids to arrive

—  
Operators K. C. S. Elevator

—  
Futures and Consignments

W. M. RICHARDSON

## RICHARDSON BROTHERS BROKERS

and Commission Merchants

*Grain*

*Flour*

*Mill Feeds*

THE BOURES

PHILADELPHIA, PA.

If you can ship Wheat, Rye or Oats (either Export or  
Domestic Billing) wire us limits. Basis track, Philadelphia.



"For Better Service"

## Bartlett Frazier Company

OF MINNEAPOLIS

852 Chamber of Commerce  
MINNEAPOLIS

526 Board of Trade  
DULUTH

Offices with private wire connections in all principal markets.

## CEREAL GRADING COMPANY GRAIN

We Buy, Sell, Store and Ship all Kinds of Grain, Choice Milling  
Wheat and Rye Selected by Expert Buyers.  
Own and Operate Elevator "L"

CHAMBER OF COMMERCE, MINNEAPOLIS, MINN.

## SHEFFIELD ELEVATOR COMPANY

Minneapolis, Minn.

*General Grain Merchants*

Milling Wheat - Oats - Screenings

Raw Material for Mixed Feed Manufacturers

### *Consider:*

*Stop for a moment and consider a firm founded in 1852, with  
seventy years of experience behind the present organization.  
Your better judgment tells you to make connections with such  
a firm---one that has weathered the ups and downs of the mar-  
ket for two generations.*

The Van Dusen-Harrington Co.

Seventh Floor, Chamber of Commerce

Minneapolis



**27th Annual Convention**





# BLUE GRASS- ELMENDORF GRAIN CORPORATION

LEXINGTON, KENTUCKY

Successors to  
BLUE GRASS COMMISSION CO.  
ELMENDORF COAL & FEED CO.

## GRAIN HAY

Concrete storage 200,000 bushels grain.  
Manufacturers of "Blue Grass" Dairy, Poultry  
and Stock Feeds.

# C. P. Blackburn & Co.

Sell us YOUR  
Consign us GRAIN

Route the Blackburn Way  
and get

R E S  
S U L  
S L T  
R E S

DRAFTS	Paid at sight for
GRADES	reasonable amounts
RETURNS	Personally looked after
INFORMATION	Promptly made
	Cheerfully given

BALTIMORE, MARYLAND

# G.P. ROSE & CO.

## Grain Dealers

NASHVILLE, TENNESSEE

# RAY MURREL GRAIN COMPANY

RECEIVERS AND SHIPPERS

CEDAR RAPIDS, IOWA

# DAILEY BROTHERS INCORPORATED

*Receivers and  
Shippers of*  
**WINTER  
WHEAT**

601 Ellwanger & Barry Bldg.  
ROCHESTER, NEW YORK

## Fancy Mill Oats Screenings Feed Grains Hay

*Write or wire us when  
in the market*

## CALLIARI BROS.

GREEN BAY, WIS.

*It will pay you to get our  
quotations*

# E. L. FARMER CO.

Grain Brokers

Corn, Oats, Mill Feed, Alfalfa Meal, Alfalfa Feeds and Hay  
Bankers Trust Bldg. Brokers Always Little Rock, Ark.

# E. G. Coon Grain Co.

Sidney, Illinois

Receivers and Shippers

## Corn-Oats

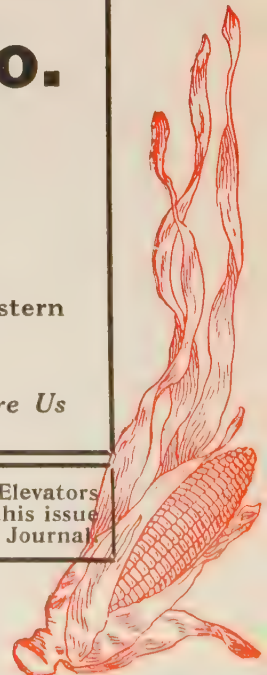
We make a specialty of shipments to Eastern, Southeastern  
and Southern Interior points, bulk or sacked,  
straight or mixed cars.

*We Want Your Business*

*Write or Wire Us*

## Want an Elevator?

Then consult the "Elevators  
for Sale" columns in this issue  
of the Grain Dealers Journal





# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

## ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

## ATLANTA, GA.

Commercial Exchange Members.

Haym & Co., M. H., wholesale brokers, grain, hay.\*

## BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.\*  
Dennis & Co., grain merchants.  
England & Co., Inc., Chas., grain, hay.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Johnston Co., Thos., receivers & shippers.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*

## BLOOMINGTON, ILL.

Hasenwinkle-Scholer Co., corn and oats.

## BOSTON, MASS.

Chamber of Commerce Members.

Bensaquin, Matthew D., grain brokerage commission.\*

## BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.\*  
Burns Bros. Grain Corp., grain commission.\*  
Davis, Inc., A. C., grain.\*  
Globe Elevator Co., receivers & shippers.  
Great Lakes Grain Co., Inc., receiving & forwarding.  
Harold, A. W., grain, barley a specialty.  
McKillen, Inc., J. G., receivers and shippers.\*  
Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Grain & Feed Co., grain & feed.\*  
Tayntor & Shaw, receivers & shippers.  
Townsend Ward Co., The, consignments.\*

## CAIRO, ILL.

Board of Trade Members.

Cairo Grain Com. Co., consignments.\*  
Holliday Elevator Co., grain dealers.\*  
Hastings Co., Samuel, receivers & shippers.\*  
Hastings-Stout Co., grain merchants.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

## CEDAR RAPIDS, IOWA.

King Wilder Grain Co., grain shippers.\*  
Murrel Grain Co., Ray, recvrs. and shpr.s.\*  
Piper Grain & Mfg. Co., receivers & shippers.

## CHICAGO, ILL.

Board of Trade Members.

Armour Grain Co., grain buyers.\*  
Badenoch Co., J. J., grains, millfeeds, concentrates.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Clement, Curtis & Co., members all exchanges.  
Dole & Co., J. H., grain and seeds.\*  
Gerstenberg & Co., commission merchants.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Oarder, commission merchants.\*  
Holt & Co., Lowell, commission, grain and seeds.  
Lamson Bros. & Co., consignments solicited.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Nash-Wright Grain Co., commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Pope & Eckhardt Co., grain and seeds.\*  
Rang & Co., Henry, grain merchants.\*  
Rosenbaum Brothers, grain merchants.\*  
Rosenbaum Grain Corp., commission merchants.\*  
Rothschild Co., D., receivers and shippers.\*  
Rumsey & Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*

## CHICAGO, ILL. (Continued).

Somers, Jones & Co., grain and field seeds.\*  
Udpike Grain Co., consignments.\*

## CINCINNATI, O.

Grain & Hay Exchange Members.

Blumenthal, Max, commission merchants.  
Cleveland Grain & Mfg. Co., grain merchants.\*  
DeMolet Grain Co., receivers & shippers.  
Early & Daniel Co., grain, hay, feed.\*  
Scholl Grain Co., receivers & shippers.\*

## CIRCLEVILLE, OHIO.

Cook, Wade H., grain, hay and grain products.\*

## CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. L., grain and millfeed.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*

## COLUMBUS, OHIO.

Smith-Sayles Grain Co., The, buyers and shippers.\*

## DALLAS, TEXAS.

Watson Co., H. H., grain, millfeed, hay.

## DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

## DECATUR, ILL.

Baldwin & Co., H. L., grain dealers.\*  
Harrison, Ward & Co., Grain Belt Elevator.\*

## DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Donley-Ross Grain Co., The, grain and beans.\*  
Denver Elevator, wholesale grain, flour, millfeed.\*  
Houlton Grain Co., wholesale grain.  
Kellogg Grain Co., O. M., receivers and shippers.\*  
McCaull-Dinsmore Co., wholesaler and commission.\*  
Phelps Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.  
Summit Grain Co., wheat, corn, oats, rye, barley.\*

## DES MOINES, IOWA.

Board of Trade Members.

Anderson Co., D. L., grain dealers.  
Des Moines Elevtr. & Gr. Co., oats a specialty.  
Lockwood, Lee, broker.  
Lake Grain Co., J. C., buyers, sellers all grains.  
Taylor & Patton Co., corn and oats.\*

## DETROIT, MICH.

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Hart-Malbucher Co., grain merchants.\*  
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Christopher & Co., B. C., kafir, feterita, millo.\*  
Davis Grain Co., A. C., grain commission.  
Davis-Noland-Merrill Grain Co., grain merchants.  
Denton Hart Grain Co., consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Lichtig & Co., H., kafir, millo, screenings.  
Logan Bros. Grain Co., receivers and shippers.\*  
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Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.\*  
Rocky Mt. Grain & Com. Co., consignments.  
Secular Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.  
Simonds, Shields, Lonsdale Grain Co., grain.\*  
Thresher Grain Co., R. J., grain commission.\*  
Wallingford Brothers, grain merchants.\*  
Watkins Grain Co., consignments.  
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\*Member Grain Dealers National Association.

(Continued on next page.)



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In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

### MILWAUKEE, WIS.

#### Chamber of Commerce Members.

Franke Grain Co., The, grain and feed.  
Froedtert Grain & Malting Co., recvrs. and shippers.\*  
Kamm Co., P. O., grain shippers.\*  
LaBudde Feed & Grain Co., grain, feed, hay.\*  
Milwaukee Grain Com. Co., recvrs. grain and seed.

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Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., gr. commission merchants.  
Hiawatha Grain Co., grain merchants.  
Itasca Elevator Co., grain merchants.\*  
Malmquist & Co., O. A., receivers & shippers.\*  
Marfield Grain Co., grain commission.\*  
Poehler, Wm. A., grain merchant.  
Sheffield Elevator Co., shippers of grain.\*  
Stuhr-Seidl, shippers grain & feed.  
Van Dusen-Harrington Co., grain merchants.\*  
Zimmerman, Otto A., grain and feed.

### NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

### NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.

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#### Board of Trade Members.

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Therrien, A. F., broker.

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Marshall Grain Co., grain, feed, seeds.\*  
Stinnett Grain Co., grain merchants.\*  
Vandenburgh, Jesse, milling wheat.\*

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#### Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.\*  
Flanley Grain Co., receivers and shippers.\*

### OMAHA, NEBR. (Continued).

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Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., commission and brokerage.\*  
Uplike Grain Co., milling wheat.\*

### PEORIA, ILL.

#### Board of Trade Members.

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Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Harrison, Ward & Co., receivers & shippers.\*  
Lake Grain Co., grain commission.\*  
McFadden & Co., O. C., grain commission.\*  
Miles, P. B. & O. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Tyng Grain Company, receivers and shippers.\*

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Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
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Hardman & Daker, grain, hay, millfeed.\*  
Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Rogers & Co., Geo. E., grain and hay.\*  
Smith & Co., J. W., grain merchants.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Samuel, grain and hay.\*

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Mayo Milling Co., millers, grain, feed seeds.\*  
Morris & Co., C. F., grain, feed, hay, flour brokers.\*  
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Gordon Grain Co., grain commission.\*

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Martin & Knowlton Grain Co., grain merchants.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Parker & Beardsley Com. Co., grain and grain seed.\*  
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King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
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Young Grain Co., grain.

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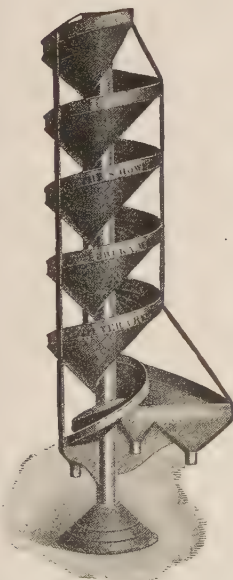
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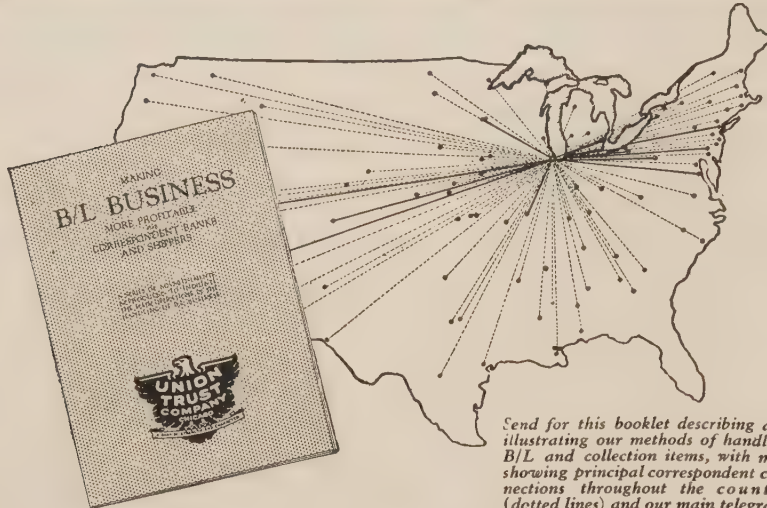


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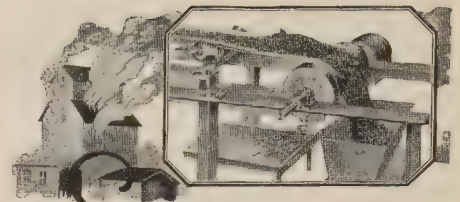
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**BAD ORDER CARS** cause the loss of many hard earned dollars to shippers of grain and seed. **MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected. **KENNEDY SYSTEM** of car liners prevent leakage in transit and we make Car Liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

**The Kennedy Car Liner & Bag Co.**  
Shelbyville, Indiana  
Canadian Factory at Woodstock, Ontario



## To Fit Your Conditions

We are equipped to make complete new installations on modern plans, and guarantee the whole installation to produce results. We also remodel old systems, and make additions where present system has become inadequate. Defective systems corrected.

**Cyclone Blow Pipe Co.**

2542-52 W. 21st St.

Chicago, Ill.

Armour Grain Co.  
Chicago  
Northrup-Kling Co.  
Minneapolis  
Quaker Oats Co., 5  
Plants  
B. & O. Elevator,  
Baltimore  
J. C. Hunt Grain Co.  
Wichita Falls, Tex.  
Santa Fe Elevators  
Kansas City  
Capitol Elevator,  
Duluth

## A CAR-MOVER WITH THE "PUSH"

Order one on 30 days' FREE

TRIAL. Freight both ways paid by us if you don't find it worth the price and then some.

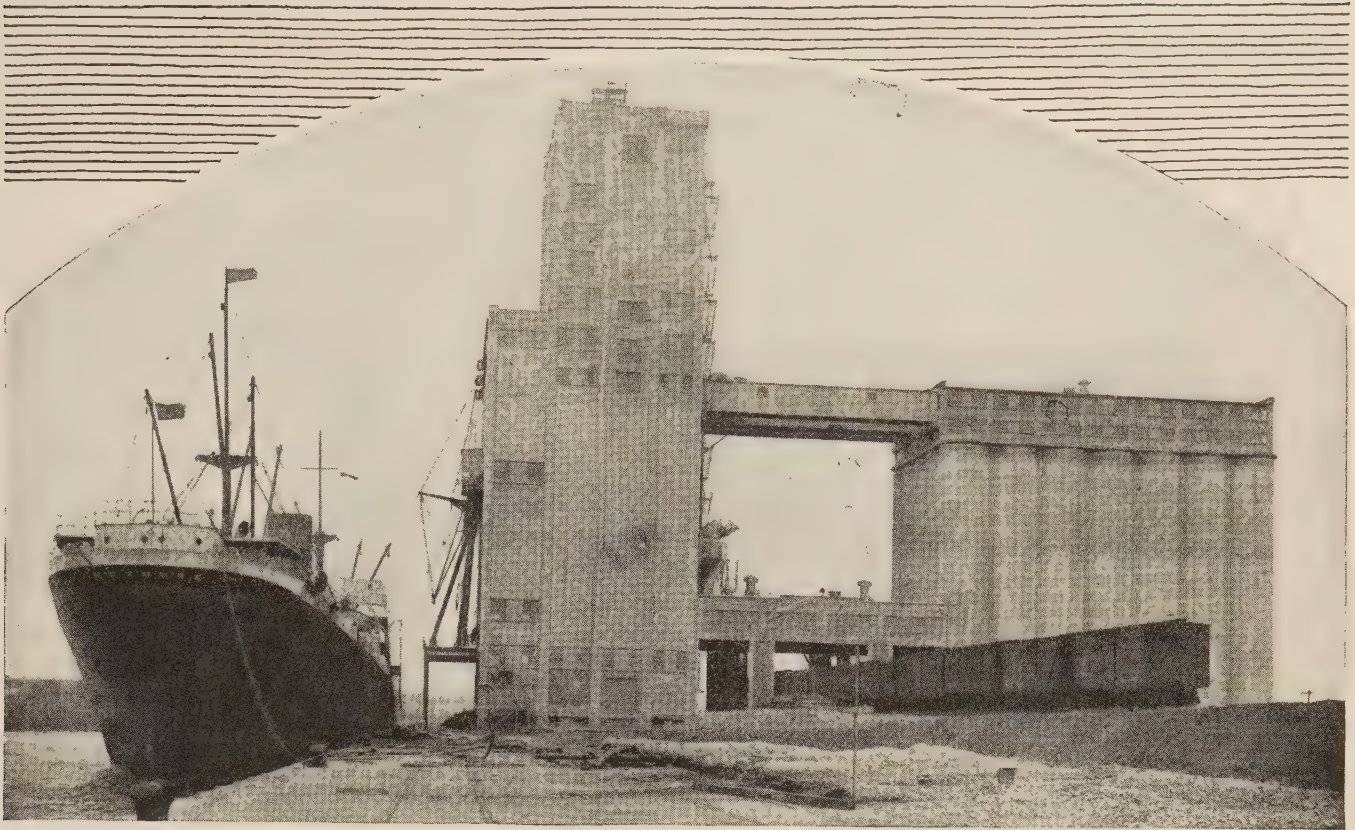
Get  
it from  
your dealer

**The New Badger  
ADVANCE  
Car-Mover Co.**  
Appleton, Wis.

Look for the word  
"New Badger"—it  
identifies our product







## A "Known Quantity" in Modern Grain Elevator Equipment

WEBSTER service to grain elevator engineers and builders is based on an intimate knowledge of the grain elevator business coupled with an unusual ability to meet its particular conditions. This service has years of background, experience, and development behind it. As a result Webster Grain Handling Equipment is a known quantity in modern elevator practice regardless of whether the equipment includes Marine Legs, Belt Conveyors, Elevators, Loading Hoppers, Spouting, or Power Transmission Machinery.

Engineers and Builders of Grain Elevators and Mills will therefore find it worth while to work with Webster Engineers on their grain handling problems. They will help you in selecting suitable equipment to meet your particular requirements. This service is at your disposal.

# THE WEBSTER MFG. COMPANY

4500-4560 Cortland Street, CHICAGO

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BOSTON.....902 Oliver Bldg.  
BUFFALO.....572 Ellicott Square  
CINCINNATI.....1914 Union Central Bldg.  
CLEVELAND.....509 Wetland Bldg.  
NEW YORK.....90 West Street  
PHILADELPHIA...719 Commercial Trust Bldg.

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Milwaukee, Wis. .W. Clasmann Co., 620 Wells Bldg.

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Pittsburgh, Pa. .Dempsy-Degener Co., 708 Penn Ave.  
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Building.  
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Canadian Factory - Sales Office: WEBSTER - INGLIS, LIMITED, 14 Strachan Ave., Toronto, Ont.





These Elevators  
have increased profits  
by using the



CLEAN Wheat—at the lowest cost yet achieved, is being obtained in scores of elevators by the Carter Disc Separator—**without loss in the tailings.**

After giving it a thorough trial the elevators named below have found its use so profitable that the Carter now has a permanent place in their equipment. *Many of these elevators have put in additional machines.*

Here is a partial list of elevator companies using the Carter. The figures after each name show the number of Carter Disc Separators in operation.

Dingley Elevator Co., Corcoran, Cal. (2)	M. T. Cummings Grain Co., Lincoln, Nebr. ....(1)
J. J. Badenoch Co., Chicago, Ill. ....(1)	Merriam & Milliard Co., Omaha, Neb. (1)
C. & N. W. Terminal Elev., Chicago. ....(8)	Nye Schneider Jenks Co., Omaha, Neb. (1)
Trans-Mississippi Grain Co., Council Bluffs, Ia. ....(1)	N. Dak State Elev., Grand Forks, N. D. ....(8)
Port Covington Grain Elev., Baltimore, Md. ....(1)	Great West Mill & Elev. Co., Amarillo, Tex. ....(1)
Exchange Elev., St. Louis Park, Minn. (2)	Fort Worth Elevator Co., Ft. Worth, Tex. ....(6)
Spaulding Elevator Co., Warren. ....(2)	Galveston Wharf Co., Galveston, Tex. (4)
Bartlett-Frazier Co., Minneapolis. ....(5)	Niles Public Elev. Co., N. Ft. Worth, Tex. ....(1)
Cereal Grading Co., Minneapolis. ....(2)	Wichita Falls M. & Elev., Wichita Falls, Tex. ....(3)
Concrete Elevator Co., Minneapolis. ....(1)	Port Commission Elev., Norfolk, Va. ....(2)
G. E. Gee Grain Co., Minneapolis. ....(1)	P. C. Kamm Co., Milwaukee, Wis. ....(1)
Osborne-McMillan Elevator Co., Minneapolis, Minn. ....(1)	Itasca Elevator Co., Superior, Wis. ....(2)
Pioneer Grain Co., Minneapolis. ....(1)	Port of New Orleans Elevators, Belle Castle, La. ....(8)
Pioneer Steel Elev. Co., Minneapolis (2)	Elevators at Port Arthur and Ft. Williams, Ont. ....(50)
Sterling Grain Co., Minneapolis. ....(2)	
Twin City Trading Co., Minneapolis (4)	
Mississippi County Elev. Co., Charleston, Mo. ....(2)	
Norris Grain Co., Kansas City, Mo. ....(1)	
Murray Elevator, North Kas. City, Mo. (1)	

### The Final Test—Actual Use!

Try the Carter at our expense! We will ship you a machine suited to your needs for 30 days' use. Then, if it is not entirely satisfactory you may return it and we will pay the freight both ways. You need it this season. Write today.

## CARTER-MAYHEW MFG. CO.

611 19th Ave., N. E., Minneapolis, Minn.

Kansas City Office, 518 New York Life Bldg.

#### FOREIGN REPRESENTATIVES

Canada—The Strong-Scott Mfg. Co., Ltd., Winnipeg  
Argentina—Cereal Machine Co., Buenos Aires.



## Grain Testing Scales



5055

No. 5055  
For Grain Testing, Etc.



No. 4000 Used in Moisture Testing  
SEND FOR CATALOG NO. 35 G

## The Torsion Balance Co.

Main Office  
92 Reade Street NEW YORK CITY

Factory Branch:  
147-153 Eighth Street 31 W. Lake Street  
Jersey City, N. J. Chicago, Ill.

Branch:  
49 California Street  
San Francisco, Cal.

## Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks, Gross; Tare; Net; Bushels; Pounds; Price; Amount.

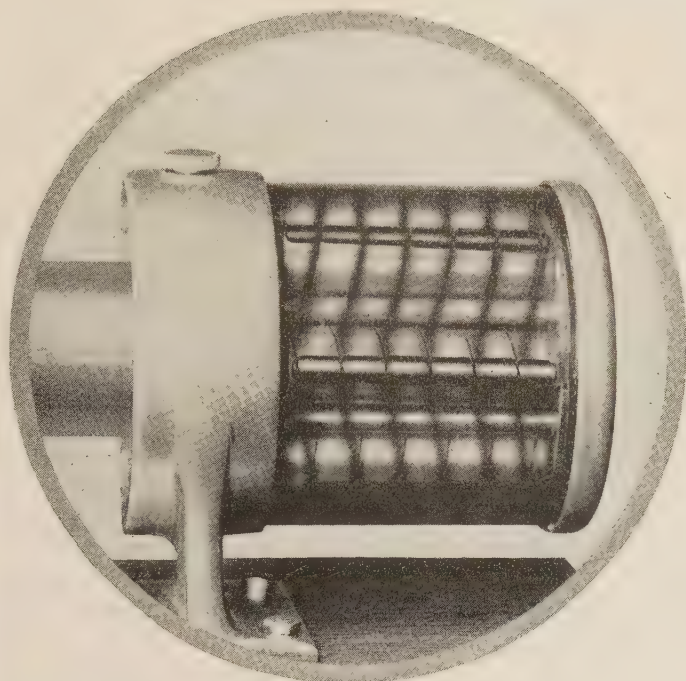
The book contains 240 pages, size 10½x15½ inches, of Atlas linen ledger paper. A 28-page index in front. Extra heavy cloth covers with leather back. Price, \$4.50

## GRAIN DEALERS JOURNAL

315 So. La Salle Street CHICAGO, ILL.



## Did You Ever See a Hyatt Roller Bearing *In a Glass House?*



Here is a Hyatt roller bearing mounted in glass instead of steel to enable you to observe the circulation of the oil.

As the hollow rollers revolve, the oil flows out of the slots in parallel bands which cover the entire bearing surfaces. As long as any oil remains in the bearing it will be constantly picked up by the rollers and distributed in the path of the following rollers.

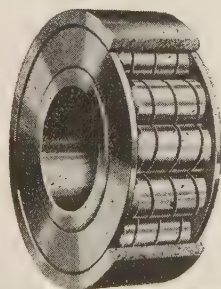
Because of this positive, self-oiling feature of Hyatt roller bearings it is only necessary to add lubricant to them occasionally, usually 3 or 4 times a year, which makes a worthwhile reduction in lubrication costs, oil and labor.

This positive, self-oiling feature of Hyatt roller bearings is only one of their good points.

Their true rolling motion saves power and manual effort in worthwhile amounts and their durable high grade steel construction enables them to effect these economies throughout the life of a machine with-

out adjustment or replacement.

Specify Hyatt roller bearings for the idler, bend, snub, takeup and drive pulleys of your conveyors, for cranes, trolleys and hoists, mine cars, for industrial trucks and trailers, lineshafts, electric motors and any machinery where economy and dependability of operation are desired.



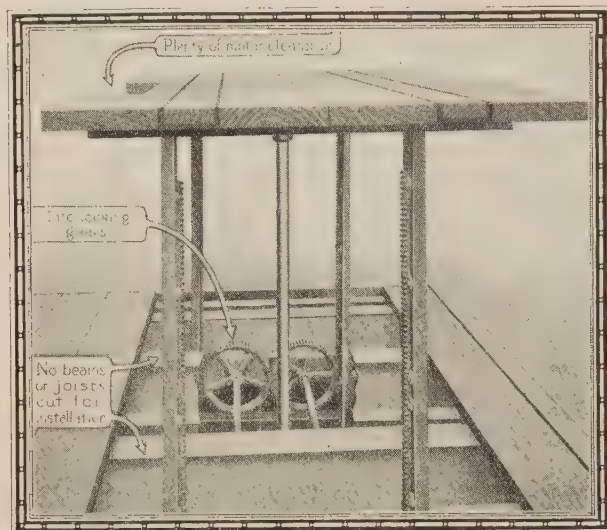
### Hyatt Roller Bearing Company

Newark   Detroit   Chicago   San Francisco

Worcester   Milwaukee   Huntington   Minneapolis   Philadelphia  
Cleveland   Pittsburgh   Buffalo   Indianapolis



# This is the *Improved* TRAPP DUMP



Four features not found in any other power dump are:

## Interlocking Gears

They force the platform to move uniformly regardless of load distribution. It cannot possibly bind or warp. As solid as the floor.

## Clear Platform

A wide, serviceable platform free from obstructions or useless rails. Platform **does not** strike steps, fenders, or dust pan of trucks when fully elevated.

## Welded Air Tank

Of the same construction as high pressure oxygen tanks. No joints to leak or seams to caulk. Tested and fitted with safety valve.

## Low Installation Cost

No beams or joists to be cut. This dump works between joists. Only the planks are cut away. In addition it is shipped knocked down. Weight 1,700 lbs. It takes 3rd class freight rates.

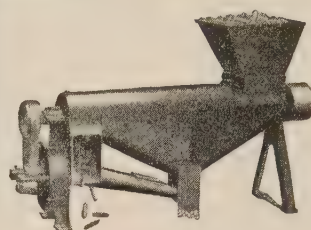
**Over 2,000 Trapp Dumps in Use!**  
For full particulars write for booklet.

## ALL STEEL TRAPP DUMP

Manufactured by

**DRAKE-WILLIAMS-MOUNT COMPANY**  
OMAHA, NEBR.

Manufacturers of boot pans, water and oil tanks, and smoke stacks. Jobbers for boiler tubes, plate, sheet and structural steel.



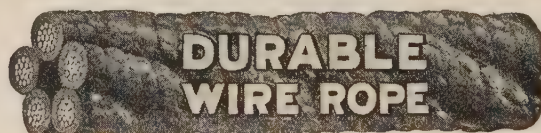
**USE IT  
FOR  
YEARS**

The usefulness of TRIUMPH Corn Shellers is measured by decades, not merely by years. Many have been in use for twenty years, having had only minor repairs and replacements.

Simple and sturdy in construction, easy and always ready to operate, large capacity, and cost little.

*It's worth your time to read the descriptive bulletins. Send us your name and address.*

**THE C. O. BARTLETT & SNOW CO.**  
Main Office and Works: Cleveland, Ohio



**DURABLE  
WIRE ROPE**

For

Power Grain Shovels  
Spout Hoists  
Car Pullers

Jack Ropes  
Pile Drivers  
Elevators

Jupiter Transmission Drives

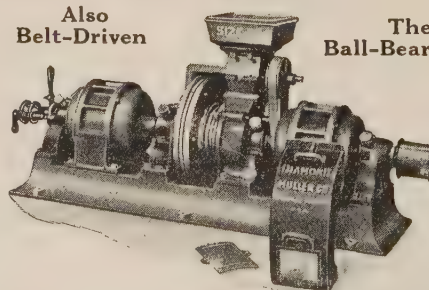
## ROEBLING BLUE CENTER STEEL ROPE

for severe duty, made of a superior grade of steel produced in Roebbling Furnaces.

**JOHN A. ROEBLING'S SONS COMPANY**  
156 West Lake Street Chicago, Ill.

Also  
Belt-Driven

The Diamond  
Ball-Bearing Double Head



**Attrition  
Corn and  
Feed Mill**

Strength and accuracy, combined with simplicity, are the dominating features of this mill. Over thirty years of experience in the designing and building of successful feed milling equipment. Just a step in advance of other makes in satisfaction to your clientele and profit to you.

The Only Licensed Attrition Mill Built in the WEST.  
**Diamond Huller Company, Winona, Minn.**



# Speed Up Grain Unloading!

Just when a car of grain is all set for unloading there's a long delay, while a man with a bar labors 20 minutes or more to remove the grain door. The time thus taken slows up the entire elevating equipment of the plant! And the door is broken into pieces. This expensive delay and trouble is ended by the

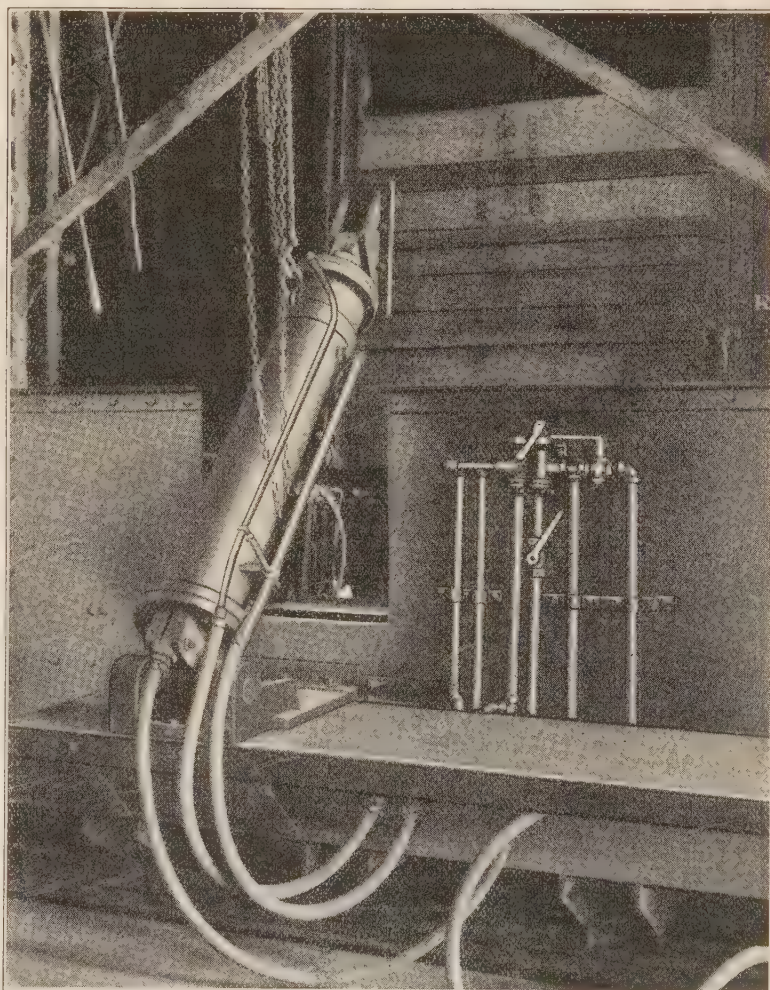
## **PETERSON** *PNEUMATIC* **Grain Door Remover**

In two minutes it removes any grain door—the whole door at once or an entire section. No door, no matter how spiked can resist the tremendous force it exerts.

With 100 pounds air pressure The Peterson exerts 6000 pounds pressure on the door, pushing it upward and inward. When loose, the flow of the grain guides it out within reach of the operator who takes it away.

This equipment pays handsomely in time and labor saving. Easily installed in new or old elevators. Write us for full information.

*Manufactured by us  
under license*



*Everything for Every Mill and Elevator*

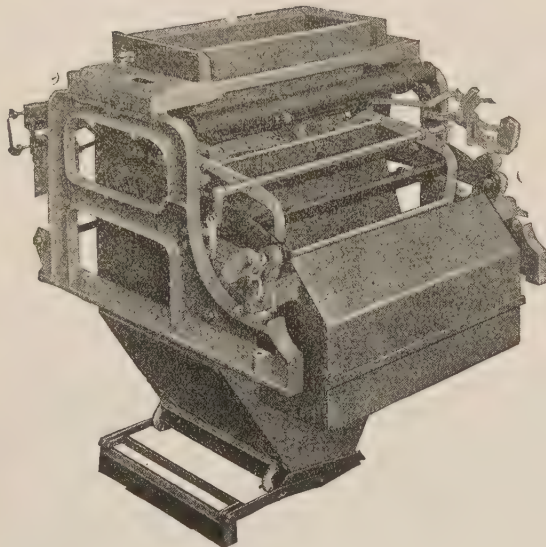
**EAT  
MORE  
WHEAT**

**The Strong-Scott Mfg Co.**  
Minneapolis Minn.      Great Falls Mont.  
In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg





# You Don't Have To Change Over Your Elevator At Heavy Expense To Install a Richardson Automatic Grain Shipping Scale



The new Richardson is self-aligning and no raising of head or expensive changes of spouting are necessary to put it in. Busy country operators swear by "Richardson Weights" and *they know*. Thousands of dollars are collected annually on weights registered over Richardson Scales.

**RICHARDSON SCALE COMPANY, Passaic, N. J.**

Chicago

Minneapolis

Omaha

Wichita

## WELLER

### Elevator Buckets



**"V" Type**

A bucket for high speed and perfect discharge



**"Salem"**

Weller Buckets are well made and will give the service



We Also Make  
**Buffalo Favorite and Rialto Buckets**  
and a Complete Line of  
**Grain Handling Equipment**

Write for prices

**WELLER MFG. CO.**

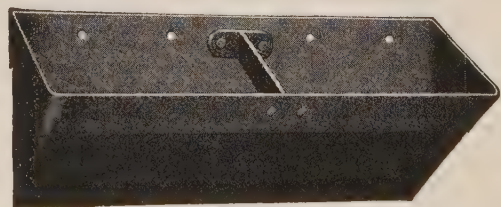
1820-1856 N. Kostner Ave.

Chicago, Ill.

SALES OFFICES:

New York Boston Baltimore Pittsburgh  
Cleveland Detroit San Francisco

## Double Your Capacity With Constant "V" Type High Speed One-Piece Buckets



Many elevators have increased their capacities 100% with Constant "V" type buckets. Figure what it will mean to you to increase your capacity even 50%. You can do that and more, with Constant "V" type buckets.

**SAMPLE BUCKET FREE**

We'll mail you one bucket free, without obligating you in any way. Judge the Constant "V" type bucket for yourself; weigh it, gauge it, test it, stand on it, compare it with any other bucket made.

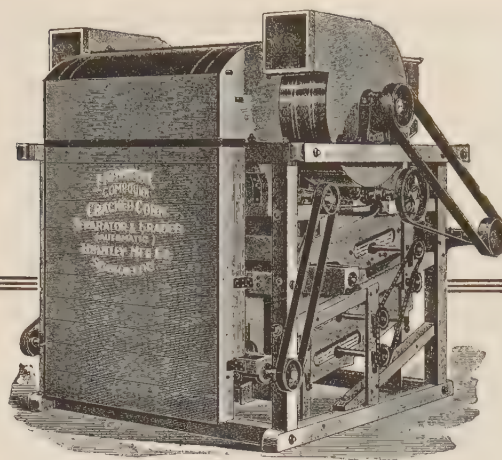
Send today for Sample Bucket, descriptive folder and prices, stating number and height of Elevator legs.

Address Dept. G.

**THE B. S. CONSTANT MFG. COMPANY**

Complete Equipment for Grain Elevators  
**BLOOMINGTON, ILL.**





## **Profits in Cracked Corn**

There is a constantly increasing demand for graded Cracked Corn. It is a critical trade, however, and the users demand high quality. The **MONITOR** Cracked Corn Grader takes the product of any form of Cracker and converts it into three sharp and distinct sizes. At the same time, it throws back the uncracked and over size pieces, delivers the loose hulls for feed and takes out and delivers the meal. If you use it, you profit on every part of the corn, securing the extreme profit, while if you retail another make, your little retailer's profit is your limit.

Dustless in its operation, the **MONITOR IS A LEADER** and once you offer its grades, you will have a steady demand.

### **Do You Want Them?**

## **Huntley Manufacturing Company**

Department B

**Silver Creek, New York**

*Our Representatives At Your Service*

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C. T. Burton, 116 Taylor St.

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**Minneapolis, Minn.**

A. F. Shuler, 218 Iron  
Exchange

**Winnipeg**

Will Hill, 217 Corn Exch.

**Philadelphia, Penna.**

B. L. Brooks, Hanover  
Hotel

**Seattle, Wash.**

J. J. Ross Mill Furn. Co.

**Canadian Plant:** Tillsonburg, Ontario



# THE CORN EXCHANGE NATIONAL BANK of Chicago

Capital and Surplus Fifteen Million Dollars

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Foreign Exchange—Letters of Credit—Cable Transfers

**We Have Specialized in Grain Accounts for Forty-five Years**

## Proof Positive of Invincible Quality

Recent Contracts for INVINCIBLE MACHINES were placed by such internationally known concerns as:—

**Pillsbury Flour Mills Co.**  
New Mill, Buffalo, N. Y.  
98 Machines

**Quaker Oats Company**  
New Mill, Peterboro, Ont.  
20 Machines

**Baltimore & Ohio Ry. Co.**  
New Elevator, Baltimore, Md.  
10 Machines

The significant thing is not alone in the fact that these orders came to us, but that all three companies have been using INVINCIBLE MACHINES for years.

The highest degree of perfection in the finished product is never attained except by the employment of Machinery of First Quality.

*Quality is Inherent in Invincibles*

## Invincible Grain Cleaner Company Silver Creek, N. Y.

Representatives in—

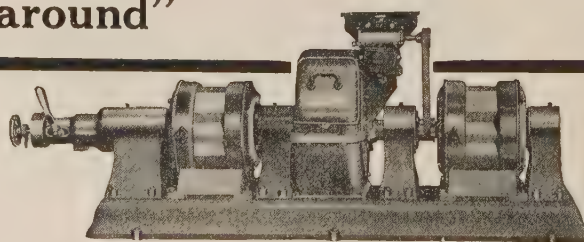
Minneapolis, Chicago, Kansas City, Indianapolis, Remont, Ohio; Bristol, Tenn.; Philadelphia, San Francisco, London, Eng.

## A Feed that will "draw customers to your elevator from miles around"

From nearly every state, elevator operators are writing to tell us of profitable businesses that have grown much larger in a few months— because of **their superior product**: "The perfect grinding that we are able to do on the MONARCH Ball Bearing Attrition Mill is drawing customers to our elevator from miles around."

As you well know, trade will always go where the best feed can be gotten. Even when the elevator is a little out of the way, experience has shown that the better feed produced by MONARCH Mills brings new business— and the cost of doing the grinding is lower.

You can draw more customers to your elevator, too. Get in touch with us and we will tell you how other elevator operators are making a go of it. The results they are getting with the MONARCH will give you an idea of what you can do.



**SPROUT, WALDRON & CO., 1202 Sherman St., MUNCY, PA.**

GEORGE J. NOTH, Mgr.  
Chicago Office: 9 South Clinton St.

H. C. MALSNESS, Mgr.  
Kansas City Office: 308 New England Bldg.

THE MONARCH MILL BUILDERS





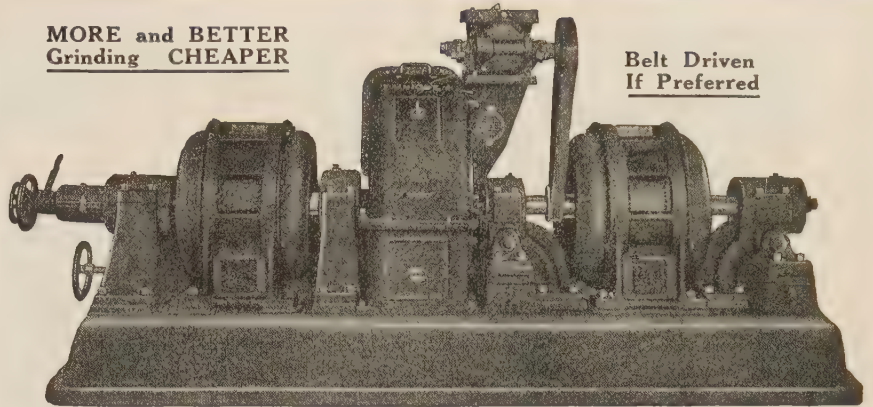
Will you continue to allow the profits of your elevator to dwindle during the slack season?

Or do you favor a proven source of income that carries all overhead expenses and ADDS TO the profits of your regular elevator business?

Many elevator managers have solved the problem of the slack season through the addition of a feed grinding business which has proven successful and highly profitable through the efficiency of the

**MORE and BETTER  
Grinding CHEAPER**

**Belt Driven  
If Preferred**



## UNIQUE BALL BEARING ATTRITION MILL

You, too, can establish a successful feed grinding business in your community. Your patrons have accepted your elevator as a natural market for their grain and they will also accept it as a natural source of obtaining feeds for their stock. Then there are the cattle and poultry raisers in your immediate community and in the surrounding communities who continually need feeds, and whose patronage will mean a substantial profit for you.

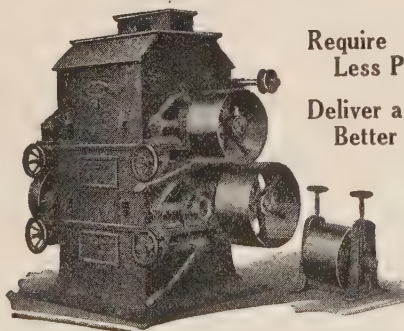
May we give you complete description of the UNIQUE Ball Bearing Attrition Mill—the mill that has proven to produce "MORE and BETTER Grinding CHEAPER?"

ASK FOR CATALOG No. 12—TODAY

**ROBINSON MFG. CO., P. O. Box 411, MUNCY, PA.**  
CHICAGO OFFICE, 516 F. C. AUSTIN BLDG.

## EHRSAM

**One, Two and Three Pair High  
Feed Mills**



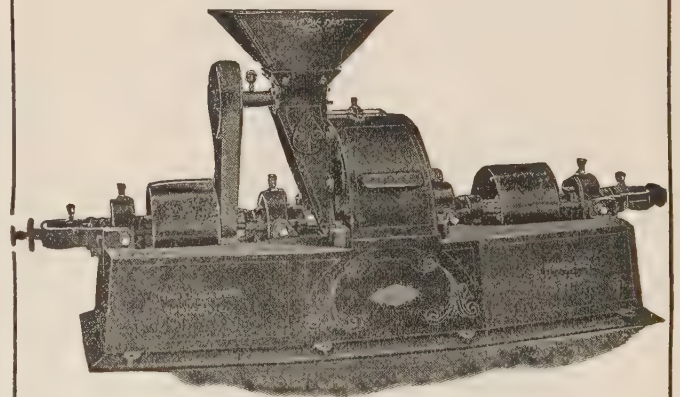
Require  
Less Power  
Deliver a  
Better Product

Rolls cut especially for making cracked corn chicken feed, cut wheat. Also standard corrugations for corn meal and feed.

Send for Bulletin No. 20

**The J. B. Ehrsam & Sons Mfg. Co.**  
Enterprise, Kansas

## The "HALSTED" HAS NO EQUAL



No Seal Rings  
Scientific

Positive Feed  
Economical

Wick Oiler Bearings

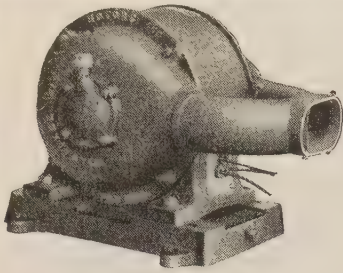
Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

Highest efficiency at the smallest expense.

**THE ENGELBERG HULLER CO.**  
SYRACUSE, N. Y., U. S. A.





## A Dust Proof Motor

In the larger terminal elevators every effort is made to prevent dust explosions and resultant fires by housing equipment in casing.

By equipping your country elevator with American, enclosed, ball-bearing, self-ventilated polyphase induction motors you safeguard your plant. Besides it means a cleaner elevator, and reduced insurance rates. See that your elevator builder specifies it.

**American Electric Motors, Inc.**  
57 Erie Street Milwaukee, Wis.

## Dust Collectors



alone do not prevent explosions in Elevators, but

## DAY

Dust Collecting Systems do when properly installed.

## The Day Company

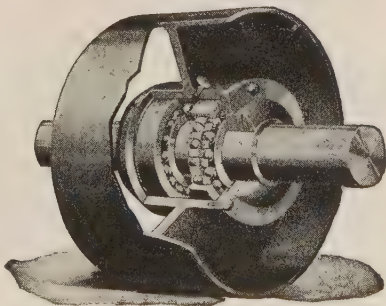
1006 Lyndale Avenue N.

Minneapolis, Minn.

## THE CHICAGO LINE

Every Appliance Necessary To Transmit Power

USE  
DAGGETT



**BALL BEARING LOOSE PULLEYS**

and ELIMINATE all Loose Pulley troubles. Will interchange with present pulleys. No trouble to apply. Tighten one setscrew.

Send for Complete Catalog on up-to-date equipment.

**CHICAGO PULLEY & SHAFING CO.**

Main Office  
CHICAGO, ILL.

Factory  
MENOMONEE FALLS, WIS.

## Corrugated Sheets

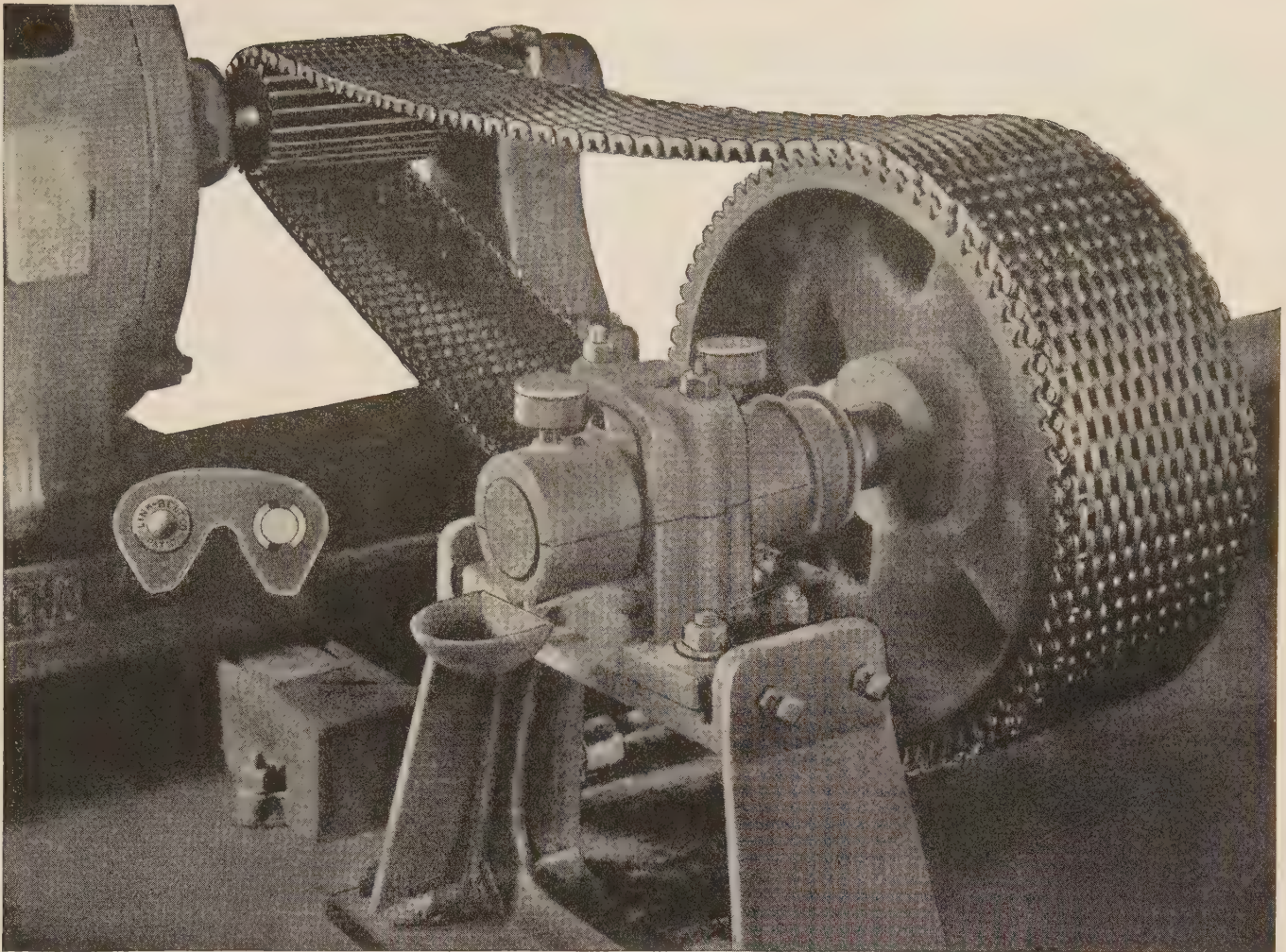
We specialize in corrugated sheets for roofing and siding; also sheet metal work for elevators. Immediate shipment from Chicago.

## The Sykes Company

2270 W. 58th Street

CHICAGO





**FLEXIBLE AS A BELT—POSITIVE AS A GEAR—  
MORE EFFICIENT THAN EITHER**

**B**BETTER power transmission means more efficient and reliable operation of your equipment. That is just what the Link-Belt Silent Chain Drive can accomplish for you.

The drive runs in an oil-retaining, dust-proof casing—compact—conveniently located—safe. Re-

quires practically no attention. Where can you find a better means of transmitting power to your equipment, especially from a motor.

Let our experienced power transmission engineers show you what Link-Belt Silent Chain can accomplish in your mill.

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Boston - 49 Federal St.  
Pittsburgh - 1501 Park Bldg.  
St. Louis - Central Nat'l Bank Bldg.  
Buffalo - 547 Ellicott Square

Canadian Link-Belt Co., Ltd., Toronto and Montreal

**CHICAGO**

World's Largest Manufacturers of Conveying and Power Transmission Chains

Wilkes-Barre - 2d Nat'l Bank Bldg.  
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H. W. CALDWELL & SON CO., CHICAGO

**LINK-BELT COMPANY**

**TORONTO**

Seattle - 820 First Avenue, S.  
Portland, Ore. - 101 First St.  
San Francisco - 168 Second Street  
Los Angeles - 163 N. Los Angeles St.  
Denver - Lindrooth, Shubart & Co., Boston Bldg.

NEW YORK, Woolworth Bldg.

**INDIANAPOLIS**

Atlanta, Ga. - 610-11 Citizens and Southern Bank Bldg.  
Louisville, Ky. - Frederick Wehle, Starks Bldg.  
New Orleans - C. O. Hinz, 504 Carondelet Bldg.  
Birmingham, Ala. - S. L. Morrow, 720 Brown-Marx Bldg.  
Charlotte, N. C. - J. S. Cothran, Com'l Bank Bldg.

DALLAS, TEXAS, 709 Main St.

1168

# LINK-BELT

## SILENT CHAIN DRIVES



## GRAIN ELEVATOR BUILDERS

*For Concrete or Wood*

**Grain Elevators  
Feed Plants  
Corn Plants  
Coal Elevators**

**YOUNGLOVE CONSTRUCTION CO.**  
Sioux City, Iowa  
*30 Years of Practical Experience*

### FEED SYSTEM ENGINEERING

Feed Plant Designing  
and Equipping

Feed Formulas and Manufacturing  
Methods

**S. T. EDWARDS & CO.**  
110 S. Dearborn St. CHICAGO

### Let The Star Engineering Company

design your new Elevator, or do your remodeling, and you will own a plant that is up-to-date in every particular. Our Engineering Department is at your service.

*Write or Wire Us*  
**Wichita, Kansas**

**Decatur Construction Co.**  
**ENGINEERS AND BUILDERS**  
OF GRAIN ELEVATORS  
760-762 Gushard Building  
DECATUR ILLINOIS

**L. J. McMILLIN**  
**ENGINEER and CONTRACTOR of**  
**GRAIN ELEVATORS**  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

**D. F. HOAG & CO.**  
Designers and Constructors of  
**GRAIN ELEVATORS**  
Corn Exchange, Minneapolis

**A. F. ROBERTS**  
**ERECTS** ELEVATORS  
CORN MILLS  
WAREHOUSES  
**FURNISHES** PLANS  
ESTIMATES  
MACHINERY  
SABETHA KANSAS

**GEO. A. SAATHOFF**  
CONTRACTOR and  
ELEVATOR BUILDER  
Mayer Hotel Peoria, Illinois

**JAS. H. BROWN CO.**  
R. J. Keehn, Supervising Engineer  
Minneapolis, Minn.  
Designers and Constructors  
Grain Elevators Flour Mills  
All Materials  
We Also Do Repair Work

**Eikenberry Construction Co.**  
BLOOMINGTON, ILL.  
We make a specialty of Designing  
and Building  
GRAIN ELEVATORS

**BIRCHARD**  
CONSTRUCTION CO.  
CONTRACTORS GRAIN ELEVATORS  
Mills and Warehouses  
Especially Designed for Economy  
of Operation and Maintenance  
704 Terminal Bldg. LINCOLN, NEB.

**THE SPENCER**  
CONSTRUCTION COMPANY  
Builders of  
MODERN GRAIN ELEVATORS  
Garrett Bldg., Baltimore, Md.

**W. C. Bailey & Son**  
Contractors and Builders of  
Mills, Elevators and Warehouses

We can furnish and install equipment in old or new elevators guaranteeing greater capacity with less power and positive non-chokable leg.

Cooper Bldg. Sunderland Bldg.  
DENVER, COLO. OMAHA, NEB.

**JONES-HETTELSATER CONST. CO.**  
Designers and Builders of  
GRAIN ELEVATORS and FLOUR MILLS  
706 Mutual Bldg., Kansas City, Mo.

**P. F. McALLISTER CO.**  
**ENGINEERS AND CONTRACTORS**  
Grain Elevators, Driers, Coal Chutes  
Wood or Concrete  
BLOOMINGTON, ILL.

**EFFICIENT ERECTING CO.**  
We make plans and build up-to-date  
GRAIN ELEVATORS and MILLS  
GEO. H. CRAIG  
386 120th Place, Blue Island, Ill.

**THE RYAN CONSTRUCTION CO.**  
SCHUYLER, NEB.  
We build Modern Fireproof Grain Elevators  
Mill Buildings and Storage Bins  
SPECIAL ATTENTION GIVEN TO REPAIR WORK  
*Let Us Know Your Requirements*

FOR  
**Concrete Elevators**  
**Townsend B. Smith**  
Designer and Builder  
Decatur, Ill.

**BOGGESS CONSTRUCTION CO.**  
29 Gebhardt Block DECATUR, ILL.  
Builders of  
GRAIN ELEVATORS and COAL POCKETS  
of the BETTER CLASS  
Special study given to each plant—Each  
plant fills the individual needs

**THE GEER CO.**  
Designers--Builders  
Elevators--Coal Pockets  
Flour Mills  
Grand Island, Nebraska

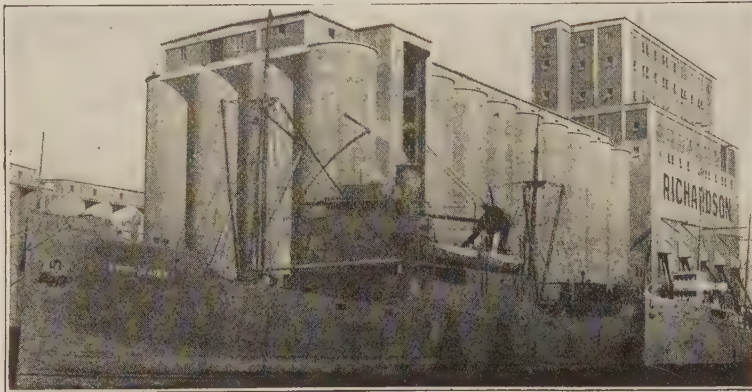


**Reliance Construction Co.**  
Board of Trade      Indianapolis, Ind.

**Steel Mfg Warehouse Co.**  
1449 GENESEE KANSAS CITY, MO.







## One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

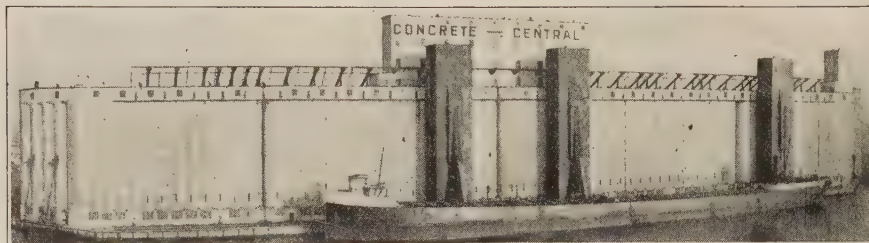
The James Richardson & Sons, Limited.  
The Saskatchewan Co-operative Elevator Co., Limited.  
The Grain Growers' Grain Company, Limited.

## THE BARNETT-McQUEEN COMPANY, LIMITED

*Designers and Builders of GRAIN ELEVATORS*

Offices: Fort William, Ont., Duluth, Minn. Minneapolis, Minn.

Operated by  
The Eastern Grain,  
Mill and Elevator  
Corporation



Concrete-Central  
Elevator, Buffalo, N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by  
**Monarch Engineering Company**  
Buffalo, N. Y.

## First Unit Municipal Terminals, City of Norfolk, Virginia, U. S. A.



This work consists of a modern concrete grain elevator, piers, warehouses, slips and wharves, costing approximately \$5,000,000. It is being constructed in accordance with the plans and specifications and under the engineering supervision of

**Folwell-Ahlskog Co.**

Engineers and Constructors

Chicago, Illinois, U. S. A.

## The Most Modern Elevator in the World

This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

## Four Stewart Link-Belt Grain Car Unloaders

*Every day in every way we are designing and building better and better Grain Elevators.  
We have built for many of your friends—Eventually we will build for you.  
Why not now?*

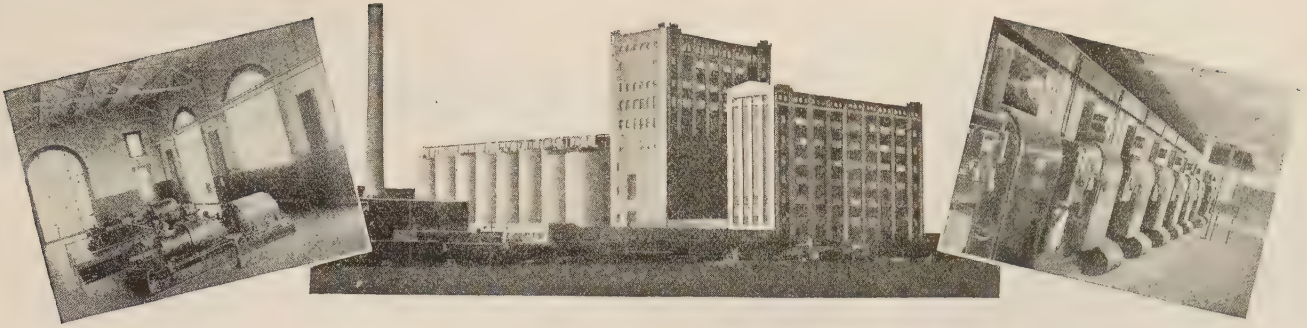


**James Stewart & Co., Inc.**

Designers and Builders  
GRAIN ELEVATORS  
In All Parts of the World

Grain Elevator Dept., W. E. Sinks, Manager  
1210 Fisher Building, Chicago, Ill.





STATE MILL & ELEVATOR, GRAND FORKS, N. DAK.  
DESIGNED BY

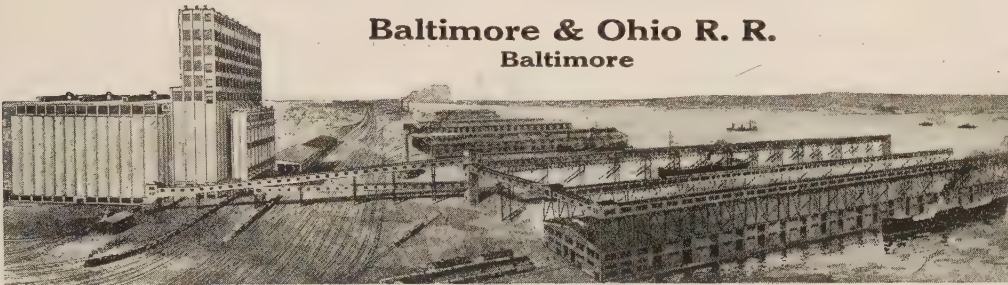
CONSULTING ENGINEERS  
TO THE MINNESOTA  
STATE BOARD OF CONTROL

**Charles L. Pillsbury Co., Engineers**  
MINNEAPOLIS, - ST. PAUL

"IT IS DOUBTFUL IF THERE IS ANY  
WHERE ON THIS CONTINENT A  
BETTER MILLING PLANT OF ANY  
SIZE OR ONE THAT EMBRACES  
SO MANY UP-TO-DATE FEATURES"  
*Northwestern Miller Feb 24-23*

*"A 1923 model that speaks for itself"*

**Baltimore & Ohio R. R.**  
Baltimore



**John S. Metcalf Co.**  
Grain Elevator Engineers

108 S. La Salle Street  
Chicago, Ill.

54 St. Francois Xavier  
Street

Montreal, Que.

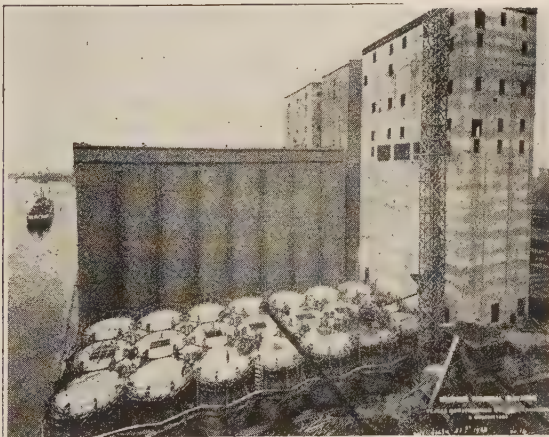
also at

Melbourne,  
Australia

Buenos Aires,  
Argentina

Vancouver, B. C.

London,  
England



**Western Terminal Elevator**

Ft. William, Ont.

Now Under Construction

**Fegles Construction Co., Ltd.**

Ft. William, Ont. Minneapolis, Minn.

Engineers and Constructors

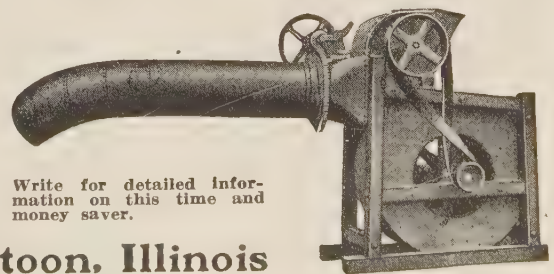
## Clean and Load in One Operation

To make the most money these days the grain elevator operator must operate his plant as economically as possible; he must ship the highest grade possible and it must be clean. To get the maximum in loading facilities and at the same time clean the grain loaded every elevator operator should install

### The Combined Grain Cleaner and Pneumatic Car Loader

It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you upon request.



Write for detailed information on this time and money saver.

**Mattoon Grain Conveyor Co., Mattoon, Illinois**





### PAINT ECONOMY

is not the price paid "per gallon" but the years of service given. CONSIDER—

### DIXON'S SILICA-GRAPHITE PAINT

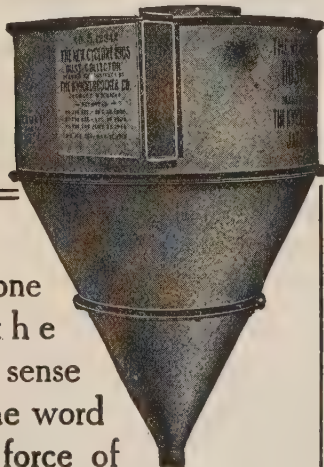
when buying a protective paint. It has unusual qualities for protecting metal and wood surfaces. An unequalled record of over 50 years.

Remember the Dixon Company manufactures the paint in FIRST QUALITY only, a guarantee of satisfaction, reliability, service, and economy. If interested, write us for long service records and descriptive literature and booklet 15B.

JOSEPH DIXON CRUCIBLE COMPANY

JERSEY CITY, N. J.

Established 1827



A cyclone in the true sense of the word has force of air without any back draft.

### The New "1905" Cyclone Dust Collector

By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

**The Knickerbocker Co.**  
Jackson, Mich.

Read the Advertising pages. They contain many stories of interest. The Grain Dealers Journal presents only reputable concerns.

## THE HALL SIGNALING DISTRIBUTOR



in any country elevator increases the available bin capacity, the handling capacity and the operator's efficiency fully one thousand bushels per day.

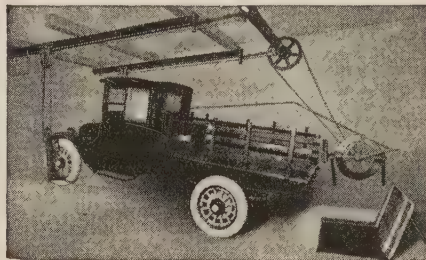
### HALL SPECIAL

(Elevator Leg)

If you had two legs in your elevator, one of them a HALL SPECIAL with 7 x 5½ inch "Omaha" cups, the other an ordinary leg with 11 x 7 cups, the HALL SPECIAL would elevate the most grain, do it with less attention, and less cost.

It would cost less to build, and less to maintain. It would elevate steadily, uniformly, reliably.

**HALL DISTRIBUTOR CO., 1913 Harney St., OMAHA, NEBR**



### The McMillin Wagon and Truck Dump

Requires very small amount of power.

Simple to operate.

Can be operated by hand.

Few, if any, changes required in driveway for installing.

Smooth running.

All parts in plain view at all times.

Dumps shortest wagons and longest trucks into the same dump door.

Small additional cost and you can dump into any number of dump doors regardless of their distance apart.

Can raise to any angle stopping at any point desired.

No extra weight lifted when dumping.

For further information  
Address

**L. J. McMILLIN**

525 Board of Trade Building  
Indianapolis, Ind.

**CONE-SHAPE GRINDERS**

**IT PAYS TO GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"I desire to express my appreciation of the long-lasting, trouble-proof grinder. Have used a No. 4 ten years and less than One Dollar per year for repairs." **E. W. Watt, Jacobsville, O.**

10 sizes; 2 to 25 H. P. Write for free catalogue. **G. N. P. BOWSHER CO., SOUTH BEND, IND.**

### Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.



### AGRICULTURAL GYPSUM

Start to Sell it!

Write today for information detailing its value in clover fields, in poultry houses, barns, and in the control of insects and potato scab.

**THE GYPSUM INDUSTRIES**  
Dept. 94 844 Rush St., Chicago, Ill.

### THE "STAR" WAREHOUSE BRUSH for Sweeping Grain from Cars



We would like to ship you a dozen of these on trial for 60 days. No charge unless the brush proves satisfactory. Send no money—write today. Guaranteed to outwear 5 brooms each. Used

by leading terminal elevators.  
\$16.00 per doz. **F. O. B. Minneapolis**

**Flour City Brush Co.**

422 So. 4th St., Minneapolis, Minn.



### SIDNEY ELEVATORS AND MAN LIFTS are Money Makers

They will reduce your handling expense and speed up your work. Easily installed. For quotations give your requirements.

**SIDNEY ELEVATOR MFG CO.**  
Sidney, Ohio

**10,000 SHIPPERS**  
Are now using

### TYDEN CAR SEALS

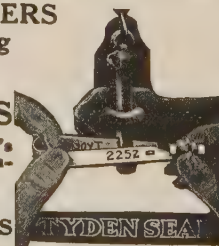
Bearing shipper's name and consecutive numbers.

Prevent

**CLAIM LOSSES**

Write for samples and prices

**INTERNATIONAL SEAL & LOCK CO.**  
Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg., Chicago, Ill.





# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**IOWA**—Six elevators for sale. Doing a nice business. For particulars address 51U29 Grain Dealers Journal, Chicago, Ill.

**EVERY ADVERTISER** who has once used our columns invariably finds our pages then and at a later date of service.

**WISCONSIN**—20,000 bu. iron clad grain elevator on the C. B. & Q. R. R. Maiden Rock Elevator Co., Maiden Rock, Wis.

**EASTERN NEBRASKA** elevator for sale. 25,000 bus. capacity. Fine corn prospects. Address 51S6, Grain Dealers Journal, Chicago.

**WISCONSIN**—Up-to-date grain elevator and flour and feed house for sale or rent. Write Emil Hauterbrook, 1272 Walnut Street, Green Bay, Wisconsin.

**CENTRAL INDIANA**—50,000 bushel elevator for sale. One of the best in the state. Will give liberal terms. Address 51T5 Grain Dealers Journal, Chicago, Illinois.

**MINNESOTA**—Farmers Elevator, Pipestone, Minnesota for sale. In first-class running order. For further information write Charles Rebman, Pipestone, Minnesota.

**NORTHWEST MISSOURI**—Combined elevator, chick feed and feed mill. Fine plant. Steam and electric power. Good town. Address Roy Wolfers, Hopkins, Missouri.

**EASTERN MISSOURI** elevator for sale, on Wabash R. R. near St. Louis. Good retail trade, all kinds feeds, coal, wood yard, seeds, etc. Address A. E. Klingenberg, Truesdale, Mo.

**NORTHWEST MISSOURI** elevator and coal business for sale. 5,000 bushel house. Price \$4,500.00; \$2,500.00 cash and balance to suit. Good chance for other side lines. Address 51T18 Grain Dealers Journal, Chicago, Ill.

**CENTRAL IOWA** elevator handling 200,000 to 250,000 bushels for sale, located in best grain section of Central Iowa. Elevator on deeded land; modern home also goes with it. Reason for selling death in family. Address 51U25 Grain Dealers Journal, Chicago, Illinois.

**CENTRAL ILLINOIS**—Two modern elevators for sale at adjoining stations, capacity 18,000 and 32,000 bushels. Handle 40,000 bushels grain annually also side-lines. Will sell one or both or consider partnership with right party. Address 51U11 Grain Dealers Journal, Chicago, Illinois.

**OKLAHOMA**—Good elevator, grain, feed, coal and flour business for sale; bargain. Plenty of bulk and sacked storage. Cost \$17,000 to build offering at \$8,500. Act quickly as this must be sold immediately to settle up old business, \$1,000 cash and good terms on balance at 8% interest. Plant located at Watonga, Oklahoma. Address Marshall Grain Company, Oklahoma City, Oklahoma.

**OKLAHOMA**—12,000 bushel elevator with 400 ft. good trackage on Rock Island; good coal and feed business in new oil field with average daily cash sales of \$500.00 for the past six months. Good grain point; 12 good merchants on flour jobbing list. One good competitor. Would sell 200-ft. trackage separate. For particulars address P. J. Messer, Mgr. Farmers Co-op. Grain & Elevator Company, Sayre, Oklahoma.

## ELEVATORS FOR SALE.

**EASTERN NEBRASKA** terminal elevator in first class shape; well located. Address 50A13 Grain Dealers Journal, Chicago, Ill.

**OKLAHOMA** elevator for sale; 10,000 bushel house, cheap; good town; price right for quick sale. Address 51P18 Grain Dealers Journal, Chicago, Illinois.

**CENTRAL INDIANA**—One of the best elevators in Central Indiana for sale. Reasonable terms. Address H. M. Northrup, 959 Walnut Avenue, Frankfort, Indiana.

**NORTHERN ILLINOIS**—To close an estate; grain and coal business for sale. Also two elevators located on 2 railroads, \$4,000. Address 51U16 Grain Dealers Journal, Chicago, Ill.

## BURKS BUSINESS BULLETIN.

Contains list of elevators, lumber yards, banks, and other business propositions for sale or trade. Negotiations confidential. C. A. Burks, 250 N. Water St., Decatur, Ill.

**NORTHEAST INDIANA**—New 10,000 bushel capacity elevator for sale. Steel covered, modern equipped. Well located in good grain territory on the New York Central R. R. No competition; will sell account of health. For particulars address J. H. Knauer, Corunna, Ind.

**KANSAS**—16,000 bu. iron clad grain elevator, motor power, must be sold at once. Good condition. Located in good town, 4,000 population; 3 main line R. R. in town. Good schools and churches, both Protestant and Catholic. Write G. A. Jorn, Paola, Kan., for further particulars.

## WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

**ILLINOIS**—Good 10,000 bushel elevator and feed mill, hay, flour, feed, bale ties and coal business. Feed house 30x60-ft.; coal house 30x40-ft.; 1,500 bu. granary and barn on private land. Elevator and feed house on Big 4 R. R.; coal house on B. & O. R. R. No competition, price \$6,000, easy terms. Address Box 143, Tower Hill, Illinois.

## AUCTION SALE.

All property of the Gardner Farmers Co-operative Grain Co., both real and personal, including grain elevator, store house, crib, lot, scales, etc., will be sold at Public Auction at Gardner, Illinois, on October 23rd, 1923, at three (3:00) p. m.

Sale subject to approval by sale committee. Terms: 10% day of sale, balance within ten days.

Gardner Farmers Co-operative Grain Co., Gardner, Illinois.

## ELEVATOR LOCATION FOR SALE.

**INDIANA** grain elevator location for sale. Team scales, office, warehouse, 15 h. p. engine, seed and fertilizer house; five lots, where elevators burned on Big Four Railroad Switch, in Colfax, Indiana. Address F. W. Powers, owner, 128 North Grant St., West LaFayette, Indiana.

## ELEVATORS WANTED.

**I WANT** to buy an elevator in Illinois or Western Indiana. Write full particulars. Otis J. Bear, St. Joseph, Missouri.

**WANT** to lease grain elevator at good grain point in Iowa, Illinois or Indiana. Address 51U20 Grain Dealers Journal, Chicago, Illinois.

**WILL** buy or lease with privilege to buy, a good elevator in a good territory and community. Address 51U22 Grain Dealers Journal, Chicago, Illinois.

**WANT** to exchange 20 acre tract of Rio Grande Valley Texas land, all in cultivation, for some good elevator station. Address 51U17 Grain Dealers Journal, Chicago, Illinois.

**ELEVATOR FOR SALE**—If you do not find the elevator you want advertised, place your wants in the "ELEVATORS WANTED" section and you will receive full particulars regarding many desirable properties not yet advertised.

**WANT TO BUY** elevator in Indiana, Ohio, or Illinois in corn belt. Describe fully giving price, terms, construction, capacity and amount each kind of grain handled annually in first letter. Address 51R9, Grain Dealers Journal, Chicago, Illinois.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**SPLENDID** stock and grain farm, 160 acres, in corn belt of Indiana to trade for a good elevator in same state. Produced 35 bus. wheat, 50 bus. oats and 75 bus. corn per acre this year. Annual revenue last 5 years from gravel used on county highways, \$2,500. Write owner, Guy L. Kepner, Bunker Hill, Indiana.

**FOR SALE OR TRADE**—Moving picture show in good South Dakota town of 1,600 population. Only show in town and doing good business. Will consider trade on elevator located in South Dakota or Minnesota. Must be good town and good grain territory. Write Mrs. J. E. Arnold, Wessington Springs, South Dakota.

## ELEVATOR BROKERS.

**J. D. CHANCELLOR & SON**  
Elevator Brokers,  
515 Columbia St.,  
Lafayette, Indiana.

## CLAYBAUGH-MCCOMAS

Offices  
Frankfort, Ind. Indianapolis, Ind.  
223 B. of T. Bldg. 601 Board of Trade.  
If you want to buy, sell or trade an elevator write us at either address.

**ALWAYS HAVE GRAIN ELEVATORS** for sale and would like to list a few more worth the money. Have buyers waiting.

If you are in the market write me fully as to amount you wish to invest and location you prefer.

**JAMES M. MAGUIRE,**  
6440 Minerva Ave., Chicago, Ill.



**BUSINESS OPPORTUNITIES.**

**GOOD** quarter section of Brookings County, South Dakota land to trade for grain or feed business. Address 51T8 Grain Dealers Journal, Chicago, Illinois.

**WANT TO HEAR** from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th Street, Chippewa Falls, Wisconsin.

**ILLINOIS** lumber, coal, elevator and hardware property and stock for quick, cheap sale, to settle estate. Located in Eleroy, Illinois; a good partnership business. Inquire F. W. Hainke, Box 83, Eleroy, Ill.

**FOR SALE IN BANKRUPTCY.**

Pittman & Harrison Company Estate: Large grain warehouse with Grinnell Sprinkler system; sweet feed plant; poultry feed plant; corn sheller plant, etc. Address Rowan Mills, Trustee, Sherman, Texas.

**TEXAS**—Wholesale and retail flour, grain, feed and coal business in city of 7,000 located in lower Panhandle of Texas for sale, consisting of 50 barrel Anglo-American Flour Mill complete, now operating, three-pair-high roller meal and feed mill, 14,000 bushels iron clad elevator with ample warehouses, coal yard, brick office building and grounds (eight lots with 250 feet of best trackage in city.) All in first-class condition. Address Sewell Grain & Fuel Co., Vernon, Texas, owners.

**FOR SALE**—A 75 barrel flour mill in the best dairy county in Wisconsin; fully equipped throughout with Wolf machinery; 18-in. attrition mill for feed grinding; mill on siding; electric power; must be seen to be appreciated; in A-1 condition throughout; for quick sale will be sold at a sacrifice; have a dandy mill and elevator building and cannot be duplicated for anywhere near what we ask; elevator 22,000 bushels capacity, consisting of 20 hopper bottom bins built of 2x6 with distributing leg; also two car loading bins; this mill is a money maker and a dandy proposition for any one that has a reasonable amount of capital to handle it. For complete information write Greenwood Roller Mill Co., Greenwood, Clark county, Wisconsin.

**FLOUR FOR SALE.**

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

**MISCELLANEOUS.**

**FOR SALE**—20-50 pound Howe Scale weights. In good condition. Chas. Love, Macon, Ill.

**HELP WANTED.**

**WANTED** at once, managers and grain solicitors. \$25.00 one hour's work. No interference with present business. A gold mine. Write 51R21 Grain Dealers Journal, Chicago, Ill.

**FUNNY EXPERIENCES.****FUNNY STORIES WANTED.**

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

**MILL FOR SALE.**

**FOR SALE**—One 25 barrel Midget Mill complete with bleacher, separator, three legs, equipped with belts and cups, other shaftings and pulleys. Price right, if taken at once. Address 51T14 Grain Dealers Journal, Chicago.

**OATMEAL AND FEED MIXING PLANT AT A BARGAIN.**—This mill was originally built for a 500 barrel oatmeal mill; part of the oatmeal machinery has been removed to make room for feed mixing machinery; most of the essential parts are still intact, namely, hulling stones, elevators, dry kiln oat graders, rolls for flaking grotes and other machinery. A portion of the machinery that was removed can again be replaced; there is ample room for both oatmeal and feed mixing machinery. The feed mixing part consists of modern machinery for this purpose, with capacity of 40 tons per hour, built in two units of 20 tons each, of either molasses or dry mixture. Its feeds have given satisfaction wherever used. It has storage capacity for 80,000 bus. of grain and 4,000 tons of sacked feed; two steel tanks capacity for 500 tons of molasses, power shovels for unloading grain; in fact, facilities for handling to best advantage to and from cars. Feed is elevated from packers into cars. A double track runs between buildings connecting with main R. R. line. Fourteen cars can be spotted at once and removed with car puller. The elevator is equipped with truck dumps for receiving grain from farmers' wagons. This plant is located in Illinois on the main line of railroad which has branches running north, northwest, west and southwest. All the different ingredients used in a first class feed originate on these lines and with milling in transit privileges makes this an ideal location. Price very reasonable, with reasonable terms. Address 50G23, Grain Dealers Journal, Chicago, Ill.

**BAGS—BAGGING—BURLAP.**

**FOR SALE**—2,000 second-hand cotton grain bags, 16 oz., 25c each f.o.b. St. Louis. Large or small lots. Foell & Co., 123 Market Street, St. Louis, Missouri.

**BURLAP BAGS OF EVERY KIND FOR SALE;** new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago.

**THE WANTED—FOR SALE DEPARTMENT** of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

**FEED MILL FOR SALE.**

**FEED MANUFACTURING** Corporation for sale. A rare chance to take over, without interruption, an organized, profitable, established, going business. Plant running every day, excellent facilities, 23 railroads. About \$30,000 needed to buy and operate. Address 51T21 Grain Dealers Journal, Chicago, Illinois.

**WOOL WANTED.**

**ELEVATOR OPERATORS** who have wool to ship will find it to their advantage to tell the 6,700 regular readers what they have to offer. An advertisement in this column will cost you but 25c per type line per insertion.

**SITUATIONS WANTED.**

**STOP!** If our ad runs any longer we will have to refuse to let the mailman in. As it is we have had to put on two extra stenographers just to answer queries.—W. K.

**WANT** position as manager of either farmers or independent elevator. Twenty years experience buying and selling grain. Address 51U8 Grain Dealers Journal, Chicago, Ill.

**RELIABLE** man, 26 years old, wants position as manager or assistant manager in grain elevator. Six years experience. Address 51T1 Grain Dealers Journal, Chicago, Ill.

**POSITION** wanted as manager of farmers elevator. No place too large. 17 years experience in grain, lumber and coal. Best of reference and bonds. Address Box 396, New Hampton, Iowa.

**SITUATION** as solicitor wanted by a man of experience and wide acquaintance in Illinois, Iowa and South Dakota. Well posted; first-class references. Address 51U3 Grain Dealers Journal, Chicago, Illinois.

**MARRIED MAN** with seventeen years' experience wants position as manager and buyer for a good grain firm, either on a salary or a percentage basis. Best of references furnished. Address Lock Box 162, Windsor, Ill.

**MANAGER** with twelve years experience operating grain elevator, feed milling, coal and side lines desires position with farmers' company in Ind. or Ohio preferred. Best of reference. Address 51T13 Grain Dealers Journal, Chicago.

**YOUNG** grain man wants position as grain buyer or solicitor. Well educated, six years with Federal Inspection work. Thorough judge of all grains, specialist on wheat. Highest references of ability. Address 51U15 Grain Dealers Journal, Chicago, Illinois.

**SAMPLE ENVELOPES.**

**SAMPLE ENVELOPES—SPEAR SAFETY—**for mailing samples of grain, feed and seed. Made of very heavy manila for strength and durability and to withstand hard usage. Special folding method for closing envelope. Have a limited supply to sell at \$2.50 the hundred, f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.

# SULPHUR

Highest quality for bleaching grains. Guaranteed 99.5% pure and entirely free from arsenic. Quick shipment from mines or nearby stocks.

## TEXAS GULF SULPHUR COMPANY

GENERAL OFFICES:  
41 E. 42nd St.  
New York  
N. Y.

MINES:  
Gulf  
Matagorda County  
Texas

WESTERN REPRESENTATIVE:  
F. W. Lewis  
7 So. Dearborn St  
Chicago, Ill.



## MACHINES FOR SALE.

**WELLER** Car Puller in fine condition for sale at a bargain. Write Bear & Grussing, Royal, Illinois.

**FOR SALE**—One Ellis Drier, capacity 350 bushels per hour; in good condition. Will sell cheap. Address 51T16 Grain Dealers Journal, Chicago, Illinois.

**ONE** No. 29 Clipper Seed Cleaner for sale, good condition. One Rice Buckhorn Machine practically new. Both priced to sell quick. Funk Brothers Seed Co., Bloomington, Ill.

**REPLY REGARDING MY AD.** I received twelve answers from the first appearance. In fact, sold machine to first inquirer—could sell a carload of them from one insertion.—C. A.

**FOR SALE**—5 Attrition Mills; Some Feed Rolls; 4 Bowsher Mills; Grain Cleaners; Elevators; Dust Collectors; Motors; Engines; Pulleys; Shafting; Hangers. Write us for prices on your requirements and save money. A. D. Hughes Co., Wayland, Michigan.

**SAVE YOUR MONEY.** Write us for prices on new or used Separators—Oat Clippers—Corn Shellers and all kinds of Elevator Machinery, Elevator Buckets—Manila Rope—Fibre Clad Wire Power Shovel Ropes—Belting, etc. Also new and used pulleys. Standard Mill Supply Co., Kansas City, Mo.

### FOR SALE.

1 U. S. Standard Hopper Scale, 9,000 lbs. capacity, used but little.....\$125.00  
1 Invincible No. 4 horizontal oats clipper, used but little..... 100.00  
1 Double spout air-blast car loader..... 50.00  
1-6 h.p. and two 3 h.p. type "Z" Fairbanks-Morse Engines, never uncrated, less than cost.  
Farmers Co-op. Mfg. & Merc. Ass'n, Lucas, Kansas.

### FOR SALE.

3 Richardson Automotive Molasses Feed Scales.  
1 9x30 Sprout-Waldron Double Roller Chop Mill.  
1 9x18 Sprout-Waldron 2 Pair Weigh Mill for making grits and meal.  
1 9x18 Double Roller Oats Crimper, One Extra Pair Rolls.  
5 75 h.p. 3 Ph., 60 Cycle, 220 V., 857 R.P.M. Westinghouse Motors.  
Other used machinery for sale.  
**KAUCHER-HODGES & COMPANY,**  
Memphis, Tennessee.

### REAL BARGAINS.

Prompt Attention. Quick Shipments.  
When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.  
Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.  
Write us without delay.

Geo. J. Noth, Mgr.,

9 S. Clinton St. Chicago, Ill.

## DYNAMOS—MOTORS.

**DYNAMOS AND MOTORS WANTED**—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

## ELEVATOR SIDING

We specialize in corrugated and flat sheets for elevator siding at rock bottom prices. We carry a complete stock of regular sizes and offer many exceptional bargains in odd lengths and widths.

**NICHOLS WIRE, SHEET & HDW. CO.**  
Kansas City, Mo. Davenport, Ia.

## MACHINES WANTED.

**WANTED**—Second hand tripper for 24 inch conveyor belt. Address Omaha Flour Mills Co., Omaha, Nebraska.

**WANTED**—Hundred feet second-hand 12-in. rubber belt, also an ear corn elevator. Address Stephens & Shelby, Muncie, Illinois.

## ENGINES FOR SALE.

**25 H.P. FAIRBANKS-MORSE**, type N. B. oil engine for sale. Good condition. Write Farmers Co-op. Ass'n, Okarche, Okla.

**10 H.P. TYPE Z** Fairbanks-Morse Hopper Cooled Engine for sale. Used less than 60 days. Half price. Write Nelson & Aldrich Construction Co., Ft. Dodge, Iowa.

**ONE 12 H.P.** type N. B. Fairbanks-Morse Engine for sale. This engine is in good condition and can be bought reasonable. Write S. L. Mun, secy., Farmers Gr. & Sup. Co., Galva, Kan.

**ONE 25 H.P.** Charter Gas Engine in good condition for sale. Also 400-ft. transmission rope in good condition. Have installed motors. Whiting Farmers Co-op. Elvtr. Co., Whiting, Ia.

## SCALES FOR SALE.

**AVERY AUTOMATIC** six bushel scale for sale in A-1 condition. Will sell cheap. Address 51R16 Grain Dealers Journal, Chicago, Ill.

**SECOND HAND SCALES** for sale of any make, size, or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

**FOR SALE**—One ½ bu., two 1 bu., four 3 bu., one 4 bu., and one 6 bu. Richardson Automatic Grain Scales, some new. One 5 bu. Fairbanks Automatic. One 5 bu. and two 6 bu. Richardson Sacking Scales. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**WANTED** to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

## SCALES WANTED.

**WANTED** to buy Automatic Grain sacking scale, capacity approximately 200 pounds. Address 51U32, Grain Dealers Journal, Chicago,

For elevator and mill supplies we issue a net price catalog. If in the market write us for one.

**WHITE ★ STAR ★ CO.**  
WICHITA, KANSAS

## KEEP POSTED

**GRAIN DEALERS JOURNAL**

309 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

State.....

## Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its 204 pages of linen ledger paper, size, 8¼x13¼ inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners. Order Form 43.

Price, \$3.25

## Grain Dealers Journal

309 So. La Salle St., CHICAGO, ILL.

## Scale Ticket Copying Book

Contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back and with the use of a sheet of carbon makes a complete and perfect copy of the original on the stub which remains. The original tickets form the outer half of page, so the removal of any ticket does not release the others.

Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weigher's Signature. Size 3½x11 inches. Printed on good paper. 5 sheets of carbon. Order Form No. 73, \$1.35; weight 2 lbs.

## Grain Dealers Journal

309 So. La Salle St., Chicago, Ill.

## Have You Seed For Sale?

## Do You Wish To Buy Seed?

See our "Seeds For Sale—Wanted" Department This Number



## GRAIN WANTED.

WANTED—One or two cars Mo. burt oats. Send sample and price. W. N. Butler & Co., Columbia, Tennessee.

## Helpful Books FOR Carlot Grain Handlers

**Clark's Decimal Wheat Values:** These tables are the same as described above, with the exception that they cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvass. Order Form 33X. Price \$2.00.

**Purchase & Sale Contracts** is a new book, designed to meet an ever increasing demand for a record which will enable the dealer to balance his purchases and sales contracts to determine instantly whether he is long or short. Left hand purchase page column headings are: Date, From Whom, Bot, Bushels, Grade, Delivery, Price, By Whom, How and Remarks. Right hand sales page column headings are: Date, To Whom, Bushels, Grade, Shipments, Price, By Whom, How and Remarks. Book contains 80 double pages, size 8½x14 inches, ruled and printed on heavy ledger paper and well bound in heavy canvas. Order Form 18 P&S. Price \$2.75.

**Clark's Decimal Grain Values:** Saves time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 cents to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09 per bushel; for wheat, clover, peas and potatoes, 30 cents to \$1.59 per bushel; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$5.00.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago, Ill.

## SEEDS FOR SALE—WANTED

FOR SALE in carload lots either straight or mixed. Common, Siberian, hog and early fortune millet seed. Red and black amber cane, sudan grass. Write or wire for prices and samples. Reimer-Smith Grain Company, Holyoke, Colorado.

## BARGAIN SALE ON SHELF-WORN BOOKS.

One Carload Grain Table for reducing carload weights to bushels. This table shows reductions by 50 pound breaks as follows: Oats and cottonseed (32 lb.) 20,000 to 106,950 lbs.; Malt (34 lb.) 20,000 to 74,950 lbs.; barley, buckwheat and Hungarian Grass Seed, 20,000 to 96,950 lbs. to bus. of 48 lbs. Corn, Rye and Flaxseed, 20,000 to 118,950 lbs. to bus. of 56 lbs.; Wheat, Clover, Peas and Potatoes, reducing 20,000 to 119,000 lbs. to bus. of 60 lbs. Printed on 40 pages of heavy ledger paper, sewed and reinforced with muslin, and bound in flexible keratol covers with marginal index. Will send this slightly soiled copy for \$1.50 postage paid. Order "Special Carload Table."

**Gold Bricks of Speculation**, a study of speculation and its counterfeits and an exposé of the methods of bucketshop and "Get-Rich-Quick" swindles. This book contains chapters on Bucketshops; Methods; and the Bucketshopper; The E. S. Dean swindle; History of the Franklin Syndicate; Advance Information Buros and Brokers; Advisory and Discretionary Brokers; Pools, Syndicates, Combinations, etc.; Floating the Stock of Corporations; Turf Swindles, or "Playing the Races" and Book-making by Proxy; Fake Trade Journals; The "Sucker" List; The "Fake" Mercantile Agency; "Fake" Banks and Bankers and How References Are Sold; The "Convenient" Stock Exchange; General Ignorance of Exchange Methods; Commercial Exchanges; Chicago's Growth as a Grain, Provision and Seed Market; "Futures"; Speculation; Speculation vs. Gambling; Produce and Cotton Exchanges in Their Own Defense; Market Quotations, their uses and abuses; The Duties of Exchanges; Press, Banks, and of the Government. We have four of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. (Weight four pounds.) Order "Gold Bricks of Speculation, special."

GRAIN DEALERS JOURNAL,  
305 So. LaSalle St., Chicago, Ill.

## Field and Grass Seed Trade Directory

## ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds

## BALTIMORE, MD.

Buffington & Co., John J., field seeds.  
Wm. G. Scarlett & Co., wholesale seed merchants.

## BUFFALO, N. Y.

Whitney-Eckstein Seed Co., wholesale seeds.

## CHICAGO, ILL.

Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.  
Johnson, Inc., J. Oliver, seeds, humus, etc.

## CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

## CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

## COUNCIL BLUFFS, IOWA.

Ouren Seed Co., wholesale seeds and grain.

## CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

## INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

## LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain and field seeds.  
Louisville Seed Co., clover and grasses.

## MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Kellogg Seed Co., field and grass seeds.  
North American Seed Co., wholesale grass & field seeds.  
Teweles Seed Co., L., seed merchant.

## MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.  
Minneapolis Seed Co., field seeds.

## NEW YORK, N. Y.

Nungesser-Dickinson Seed Co., wholesale seed merchants.

## ST. LOUIS, MO.

Agricultural Seed Co., cow peas.  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

## ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

## TOLEDO, OHIO.

Crumbaugh-Kuehn Co., wholesale field seeds.  
Hirsch, Henry, wholesale field seed.  
Toledo Field Seed Co., The, clover, timothy.

## J. OLIVER JOHNSON, Inc.

TURF SPECIALIST  
SEEDS—HUMUS—EQUIPMENT

1805-17 MILWAUKEE AVE.  
CHICAGO

## The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

## HAY WANTED.

SHIP YOUR HAY

to  
ALBERT MILLER & CO.

192 N. Clark St. CHICAGO, ILL.  
Good Sales—Prompt Returns

**We Buy:-**  
Timothy  
Red Clover  
Alsike Clover  
Sweet Clover  
Millets

Special Varieties Seed Grain

Sample Bags Furnished Free

NORTHROP KING & CO.  
MINNEAPOLIS --- MINN.

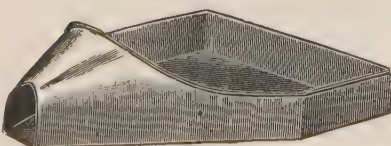
**KELLOGG**  
SEED COMPANY  
MILWAUKEE, WISCONSIN  
FIELD AND GRASS SEEDS

## The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited Send us your samples  
TOLEDO, OHIO

## GRAIN SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities. Seed Size, 1½x9x11", \$1.80. Grain Size, 2½x12x16½", \$2.15.

Send All Orders to

GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill.



## SEEDS FOR SALE—WANTED

**Courteen Seed Company**

**GRASS FIELD SEEDS**

MILWAUKEE, WIS.

**HENRY HIRSCH**

Wholesale Field Seeds

Clover—Alsike—Timothy—Alfalfa  
Our Specialty

All Other Field Seeds

Toledo - - Ohio

**MINNEAPOLIS SEED CO.**  
MINNEAPOLIS MINN.

We are Buyers and Sellers --TIMOTHY-CLOVERS-MILLETS  
Grass Seeds and Seed Grains

Send samples for bids Ask for samples and prices

**North American Seed Co.**  
WHOLESALE GRASS & FIELD SEEDS  
Milwaukee, Wisc.  
"THE HOUSE OF QUALITY"

**THE ILLINOIS SEED CO.**

CHICAGO, ILL.

WE BUY AND SELL

**Field Seeds**

Ask for Prices

Mail Samples for Bids

**Universal Grain Code**

Designed especially to reduce the telegraph tolls, to prevent expensive errors and to protect the business of grain dealers and millers. Its 150 pages contain 14,910 code words and no two spelled near enough alike to cause an error. Includes Supplement of code words for the new Federal wheat, corn and oats grades.

Code is 4½x7 inches, printed on policy bond, bound in black flexible leather. Price \$3.00.

You can greatly reduce your telegraph tolls by using the Universal. Try it.

**Grain Dealers Journal**  
309 So. La Salle St. Chicago, Ill.

**WANT HELP?**

Then consult the "Situations Wanted" columns of the Grain Dealers Journal.

**ED. F. MANGELSDORF & BRO.**

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder  
Seeds, Sudan Grass, Soy Beans, Cow Peas

First and Victor Streets

St. Louis, Missouri

**The J. M. McGullough's Sons Co.**

BUYERS—SELLERS

Field and Garden Seeds

Cincinnati - - - Ohio

**OUREN SEED CO.**

Council Bluffs, Iowa

Buy and Sell Red, White and Alsike  
Clovers, White and Yellow Blossom  
Sweet Clover, Alfalfa, Red Top, Blue  
Grass and all Seed Grains

**L. Teweles Seed Co.**

MILWAUKEE, WIS.

**Grass and Field Seeds**

**Crabbs Reynolds Taylor Company**

CRAWFORDSVILLE, INDIANA

Buyers and Sellers

CLOVER AND TIMOTHY SEED—GRAIN



**CRAWFORDSVILLE SEED CO.**  
**FIELD SEEDS**

CRAWFORDSVILLE, INDIANA

**ALFALFA TIMOTHY RED TOP**

Agricultural Seed Company

Main & O'Fallon Sts.

St. Louis, Mo

Buyers and Sellers  
Car Lots and Less

Grass and Field Seeds

**John J. Buffington & Co.**

BALTIMORE, MD.

**GRASS AND CLOVER SEEDS**

RECLEANED & REFINED

For Field, Lawn or Golf

**THE ALBERT DICKINSON CO.**

Headquarters to the Trade

PROPRIETORS AND DISTRIBUTORS OF THE PINE TREE BRAND

CHICAGO

**"THE MARKET PLACE"**

**LOUISVILLE SEED COMPANY**

Incorporated  
Louisville, Ky.

Headquarters for

RED TOP AND ORCHARD GRASS

BUYERS AND SELLERS  
OF ALL VARIETIES

**NUNGESSER-DICKINSON SEED CO.**

New York, N. Y.

BUYERS AND SELLERS

Clover and Grass Seeds

**WHITNEY-ECKSTEIN SEED CO.**

Wholesale Seed Merchants

BUFFALO, N. Y.

CORRESPONDENCE INVITED

**J. G. PEPPARD SEED COMPANY**

Buyers

**SEEDS**

Sellers

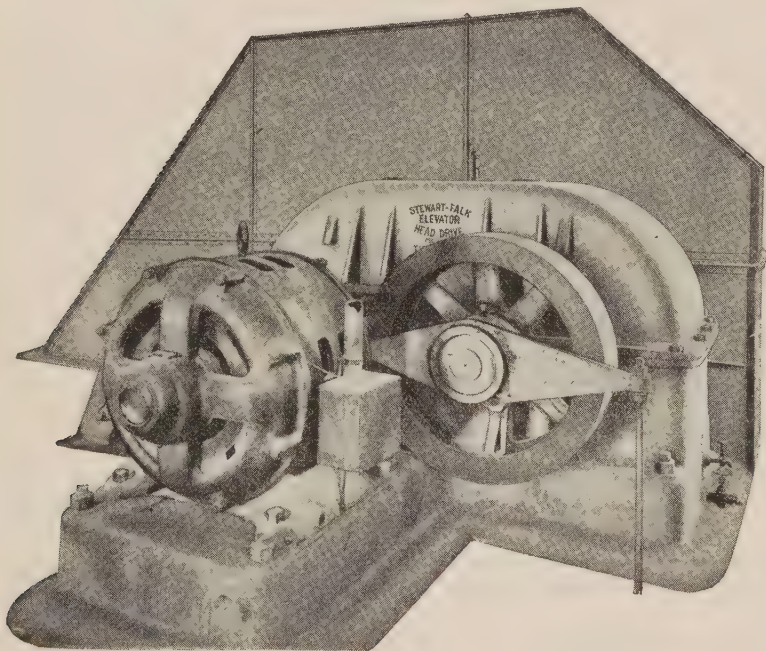
Correspondence Invited

Kansas City, Mo.



# COST PRICE---

## and the REAL PRICE



*Falk Herringbone Gear Elevator Head Drive.  
This is one of 19 in the Northern Central  
Elevator at Canton, Baltimore, Md.*

#### REPRESENTATIVES

W. O. BEYER . . . . . 1007 Park Bldg.  
Pittsburgh, Pa.

THE FALK CORP. . . . . Rialto Bldg.  
San Francisco, Cal.

M. P. FILLINGHAM . . . . . 50 Church St.  
New York

VULCAN IRON WORKS,  
Wilkesbarre, Pa.

MINE & SMELTER SUPPLY CO.,  
Denver, Salt Lake and El Paso

GENERAL MACHINERY CO.,  
Brown Marx Bldg., Birmingham, Ala.

ENGINEERING EQUIPMENT CO., Ltd.,  
355 Beaver Hall Square,  
Montreal, Quebec, Can.

GUSTAV MELMS . . 3 Rue Taitbout, Paris

"Cost Price" is a term often improperly applied to "Purchase Price."

Costs, as an element in business, never cease. They must be figured day by day and year after year.

A piece of cheap equipment, representing an initial saving that is afterwards eaten up by rapid depreciation, frequent repairs, idle machinery while waiting for such repairs, wasted power, parts wracked by vibration, is the most *costly* piece of equipment in the long run.

Its original price may be smaller, but a long time is required to finish paying for it.

In the power transmission field, Falk Herringbone Gears represent the lowest price because they are chargeable with smaller service costs during their term of usefulness and because that term of usefulness is longer.

The Falk engineering department will be glad to confer with you. The assertion that Falk Herringbone Gears are *most economical* can be proved to your satisfaction.

**The Falk Corporation**  
Milwaukee                      Wisconsin

# FALK

## HERRINGBONE GEARS



## GRAIN DEALERS JOURNAL

309 South LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, OCTOBER 10, 1923

**WANTED**—A life size photograph of the farmer who is dissatisfied with the present price of corn.

**THE CONTINUED** installation of truck dumps in country elevators would seem to give positive evidence of the farmers' prosperity. The increasing use of trucks for marketing grain is forcing the installation of truck dumps.

**THE RESOLUTIONS** adopted at the Des Moines meeting gave convincing proof that grain dealers generally are agreed that the cost of marketing grain would be materially reduced by the abolition of war taxes on wire messages, the repeal of the war tax on future trades and the Capper-Tincher law which drives speculators out of the grain market. If politicians are really anxious to reduce the cost of marketing grain, then these three things will have their first attention.

**EVERY DAY** seems to bring to light some new wild-eyed scheme for extending help to the farmer, but when you get to the bottom of most of these schemes they are nothing more than a brazen game to mulct the farmer of a few more of his hard earned dollars. The self-appointed agitators who run here and there about the country denouncing everybody and everything are interested primarily in gaining the confidence of the farmer so that he will contribute a membership to their support, or send a friend to Congress. The trouble is, we have too large a crop of demagogues as well as too large a crop of wheat, and nothing is being done to reduce the unnecessary supply.

**ARE YOU INTERESTED** in knowing what the Ass'n workers who met at Des Moines are doing to help your business? Then read our report of the proceedings.

**THIEVES BREAK** into so many country elevators the wonder is that any grain dealer ever leaves cash in such a place. Not often do the thieves get much for their pains, but occasionally a gang picks up three or four hundred dollars and that encourages greater activity on the part of yeggmen.

**SIX MEMBERS** were expelled from the Grain Dealers National Ass'n last year as compared with 23 the year before. Either the members of the Ass'n are more disposed to respect their contracts or else they are beginning to place a higher value on membership in the trade's leading organization.

**THE INSTALLATION** of feed grinding equipment in many country elevators would seem to give convincing proof that grain dealers have generally found such equipment a profitable investment. Every number contains reports of many new installations. First class grinding equipment not only gives more complete employment to help, but to labor and to space, and it also enables the disposal of much grain that would grain sample in supervised markets.

**ACCIDENTS IN** grain elevators come with steady regularity from unexpected places. The manager of a Idaho elevator and mill, while attempting to adjust some new grease cups, fell twenty feet to the floor. The manager of an elevator at Ford, Kansas, had his hand badly mangled by the buckets while attempting to clean out the boot. Of course you will say these accidents could easily have been prevented, but they were not. These men had worked so long about their plant they were overly confident, and it may be they were a little careless. In the interest of their own safety, all elevator operators can promote their own welfare and the happiness of their families by exercising greater vigilance against these hazards.

**THE MANUFACTURER** who suddenly awakes to the fact that he has produced a product greatly in excess of the demand does not run to the government for an extra loan to help him store his surplus product until he can find a market. Neither does he advertise the fact to the world or permit a delegation of Northwestern bankers to go to Washington and advertise the fact that he has a surplus which he is anxious to dispose of. He keeps the volume of his surplus in the dark, and lets the world have it whenever it is willing to pay enough to enable him to operate without a loss. The bankers who had the cheek to go to Washington to beg the government to lend money to the farmers to pay notes held by the bankers were entirely too selfish to merit any consideration at the hands of public officials. They injured the cause of their borrowers as well as of themselves. Wheat, which has received the exclusive attention of the blatant demagogues, forms but a small percentage of the farm products, and if growers would reduce their wheat acreage or plant it to flax, corn, or some of the more profitable crops, the returns would be more satisfactory.

**SO MANY** country elevators are being sold, often at a sacrifice, that it would seem many old-time dealers can not resist the temptation to get back into the business which they understand.

**RECEIPTS AND SHIPMENTS** tables on our grain movement page clearly indicates that somebody is busy handling grain. Look them over and if you find any excuse for pessimism, tell us.

**ALTHOUGH** Jack Frost made a vicious attack on King Corn the middle of last month, enough sections escaped to insure a bountiful crop, the Bureau of Crop Estimates says it will exceed three billion bushels.

**SOME WINTER** wheat millers who have been employing a number of brokers and traveling salesmen have recently suffered a rude awakening. Some thoughtless, though well-meaning friend has pointed out to them that several of their favorite salesmen were drawing salaries from more than one employer. It is barely possible that some of them are representing firms in other lines as well. While many brokers have long represented more than one firm in their market, they have done it openly and without any thought of dealing unfairly with any of their connections. Many of the brokers could not exist if they confined their efforts to promoting sales for one firm or one line of commodity. This is especially so in the Southwest where the practice is common for brokers to represent many different lines.

**HOLDING WHEAT** on the farm is good theoretically, but it is not working out to the advantage of the farmers, because they have no facilities or knowledge of how to take care of their wheat with the result that late offerings are badly infested with weevil. If all the wheat produced each year was marketed immediately following harvest, it would become a temporary drug on the market and strain existing storage facilities. It is but natural that a great rush of any one grain to market has a tendency to depress prices, but the rush also puts an unusual and unnecessary strain on the transportation and handling facilities to the end that extra labor is needed, and the cost of getting to market is increased. If the growers of any kind of grain would market their crop gradually and take good care of what is held back on the farm, it would be better for all concerned.

**WHEAT IS** being imported from Canada and deplorable to relate, is being ground by a North Dakota state mill which the Non-partisan League built to supply flour from North Dakota wheat at less than the cost of the wheat. The trouble with all the wild agitation against the importation of Canadian wheat is that the shouters overlook the fact that the Canadian wheat is so strong in gluten it enables American millers to export more flour from United States wheat by using a mixture of the Canadian and United States wheat. Each country has its surplus and the surplus of both is marketed in Europe. The price of the wheat exported is controlled largely by the demand of the Europeans and the supply offered by wheat exporting countries. American trade or legislative conditions are not near so influential in the matter of controlling prices as the world-wide law of supply and demand.



### Another Wheat Marketing Scheme.

Several Federal office-holders drifted into Chicago last Monday and became easy prey for a gang of unprincipled demagogues who have their hearts set on organizing a new National Ass'n for the purpose of pooling the farmers' wheat. These impractical dreamers are convinced that the wheat farmer is the only man who is in trouble and the only one worthy of any consideration, so joining in with Aaron Sapiro, the country's greatest champion of pooling, the little band of agitators who have their hearts set on getting into the lime-light immediately approved of Sapiro's scheme for pooling wheat and are now busily organizing a new scheme for advertising the wheat farmers' surplus, to be known as "The National Co-operative Wheat Marketing Ass'n."

This new band of promoters started out with a vigorous attack on the U. S. G. G. Inc. In fact, they have no use for any other marketing or pooling associations, denounce them all and haughtily announce they will take over the remains of the U. S. G. G. and solicit members for the small sum of \$10.00 per. Farmers who do not grow wheat evidently will receive no consideration. While the promoters of this new scheme deny that they are to receive any salary or compensation, they neglect to explain the need for such a large fund. Many prominent names were immediately nailed to the mast-head in the hope of immediately inspiring the farmers who persist in producing more wheat than we have need for, with confidence in the organization and its purposes.

Barney Baruch, the New York speculator who upon frequent occasions during the past two years has given proof positive that he knows nothing about marketing grain, was put on the executive committee. Not one name mentioned in connection with the organization has ever been credited with having any experience in, or giving any study to the marketing of grain. Yet these dreamers ask the wheat growers to finance them in attempting the marketing of their grain. Of course if they do it efficiently and economically, he may get as much for it as he has been getting, but in view of the fact that none of them have any knowledge or experience in this line, the natural conclusion is that they will not market the farmers' wheat near as efficiently or as economically as has been done by men giving their time and study to it for many years past.

The trouble is the politicians have been thrown into a convulsion of hysterics by the apparent strength of the farmers' vote and in hope of gaining the attention of the farmers, they seem ready to lend their support to any wild scheme that promises to help the wheat farmer. Inasmuch as wheat forms but a small percentage of the products of the farm, it may be that the farmers specializing in other products will not be interested in this new scheme to strangle the U. S. G. G. and the other grain marketing agencies. The pooling of grain has never yet proved a permanent success, and it has been tried by many well-meaning organizations in different parts of the country, but invariably it has resulted in the farmers contributing to a large force of agi-

tators and accepting about 10c a bushel less for his grain than was obtained for the same grain sold through the regular channels.

None of the promoters of this new scheme are wheat farmers, but all of them are sufficiently familiar with existing marketing facilities to know that the proposed pool will help no one. The pool may serve to give hope to wheat farmers who persist in producing more grain than the world wants, that artificial prices for wheat may be obtained through an organization, but every intelligent individual knows that eventually the price of wheat must be governed by the supply and demand of the world. So long as we have a surplus it must be sold in competition with the surplus wheat from other nations. European consumers can not be expected to pay more for United States wheat than any other wheat. They have no regard for the wishes or comfort of the Washington politicians, and their own necessity will force them to buy in the cheapest market.

When our politicians and loud-mouthed agitators stop calling the world's attention to our surplus wheat, the consumers may be more disposed to bid up for it.

### Reduction in Freight Rates as an Aid to Farmer.

Two of the speakers at the Des Moines convention of the Grain Dealers National Ass'n took opposite positions on the advantage to the wheat grower of a reduction in the rates of freight. The president of one of the leading granger roads showed that the freight rate is but a small part of the cost of the article at point of consumption, and that a reduction would be more harmful to the carriers than beneficial to the grain grower.

One speaker referred to the rate on corn as exorbitant. It is excessive when it is assumed that the corn is to be carried great distances; but such is not the fact. Why quote the rate on corn from Iowa to New York, Liverpool or central Europe when the corn is not moving in that direction? Nearly all the corn grown in the United States is consumed within its borders, much of it never leaves the county where grown, and the biggest freight rate in the aggregate is the cost of hauling in the farmer's wagon from the field to the country elevator or to the farmer's own crib.

Our corn crop has averaged about 3,000,000,000 bus. in recent years, nearly all of which had been transported in the farmer's wagon. Assuming that the cost of such local transportation was one cent per bushel the cost of the initial movement would be \$30,000,000. During the first 9 months of this year our exports of corn have been about 40,000,000 bus. and at the exorbitant rate of 50 cents per bushel the total would amount to but \$20,000,000, which is much less than the cost of the farm haul for the entire crop.

The course of prices of cash corn on the past crop gives the lie to all assumptions that the farmer is paying the freight rate. The high price of \$1 or more per bushel was paid this month right where the corn grows, and where the only cost of transportation has been by the farmer's own wagon.

What the farmer needs is a home demand for his products. When the home demand will

absorb all or more than he produces a high freight rate is a benefit to him, as it operates like a protective tariff to keep outside products from competing with him. More than all, at present, the grain grower needs a reduction in the prices of the things he must buy. The high costs forced on the carriers and the manufacturers of farm machinery by organized labor make everything the farmer buys cost too much. For example, on Oct. 10, four bricklayers at Larchmont, N. Y., were fined \$5 apiece for working on Sunday. Cheerfully they counted out the money, stating they had been paid \$36 for every Sunday's work. This artificial price is reflected back to the farmer in what he buys.

It is just such relationships as these that the National Transportation Institute purposes to present to legislators, the Interstate Commerce Commission and the farmers themselves in exact figures that for the first time will give a scientific basis for rates. If the constructive program outlined by Congressman Anderson at the Des Moines meeting, and to which the Grain Dealers National Ass'n by resolution pledged its support, can be carried out, the rate making authorities will have information on transportation inefficiency that will enable them to defy the unscrupulous demagogues who thrive on falsehood.

### Government Meddling with Canadian Lake Rates.

Shipowners on the Great Lakes have never been the recipients of aid from the government in years when rates were low and the cargoes were carried at a loss. When owners had to lay up their boats idle at the dock the government did not lift a finger to help them. They had embarked in the private enterprise of operating vessels knowing that the business would fluctuate in volume, and were no more entitled to aid in hard times than any other private merchant.

It has happened in the rush movement of grain at the close of the season of navigation that there would be a sharp advance in rates due to the competition of shippers for boats. Forgetting that it is a poor rule that does not work both ways some brilliant minds in the Dominion Parliament conceived the scheme of regulating rates by boat so that the rates could go down but never up. This was to be accomplished by requiring the owners to file tariffs and by compelling them to adhere to the tariff, just as are railroad companies.

The law was enacted, but has completely failed, since the Canadian government is unable to force United States vessel owners to keep their boats in operation, and the retirement of so many boats from the trade has forced rates much higher than they would now have been but for the enactment of this unwise law. The United States vessel owners declare that the traffic on the lakes should be as it always has been, free, open and untrammelled competition.

The public is paying the bill, as it always does, for government meddling with business. The Canadian Board of Railroad Commissioners has just drawn the railroads into the fight by ordering a 10 per cent reduction in the rates on grain from the prairie provinces to the Pacific Coast.



# Do Wheat Exports Need a Stimulant?

BY C. A. LOVELL

If a physician, on finding his patient's heart beating several times as fast as normal, should inject an additional heart stimulant the members of the patient's family would be up in arms.

And yet, that is exactly what is being proposed for one of the most famous economic patients of all time, known variously as the "wheat market" and the "wheat situation."

The newspapers, market reports, and wire market gossip refer daily to the possibility that an attempt may be made to cure the ailment of wheat by some governmental action. One prescription that is being touted very highly is the creation of a wheat export corporation, under private management but with the federal government as the largest or only stockholder.

What may come of this effort to put the government into the grain business again cannot be foreseen. But the present is an opportune time to consider, whether such meddling is needed, whether it is likely to do good, and what will be the ultimate effect of the establishment of a Wheat Corporation in the manner described.

Obviously, if consuming countries require more wheat than they are now taking they will get it, provided they have the money with which to pay for their purchases. The advocates of a wheat corporation say the importing countries are not taking as much as they need because they do not have this money; and the real meat of the proposal is that we shall furnish those funds.

The chart which is reproduced herewith will answer in large measure all questions regarding our wheat exports during the last 13 years.

The chart shows the annual average of our exports of wheat and wheat flour during the 5-year period immediately preceding the Great War averaged 56,913,228 bushels of wheat and 10,678,635 barrels of flour.

By following the lines across the chart the annual variations from that prewar average can be seen at a glance. The figures used in making the chart were obtained from the 1922 Yearbook of the U. S. Dep't of Agriculture and the June, 1923, report of the Bureau of Foreign and Domestic Commerce of the Dep't of Commerce. In each case they relate to fiscal years closing June 30th.

Since the scale of the chart is too small to permit giving exact figures they will be set down here:

Fiscal Year.	Wheat. Bushels.	Flour. Barrels.
1910-1914.....	56,913,228	10,678,635
1915.....	259,642,533	16,132,765
1916.....	173,274,015	15,520,669
1917.....	149,831,427	11,942,778
1918.....	34,118,853	21,879,951
1919.....	178,582,673	24,181,979
1920.....	122,430,724	21,651,961
1921.....	293,267,637	16,179,956
1922.....	208,321,091	15,796,819
1923.....	154,950,971	14,882,714

The exports of wheat in the fiscal year ending June 30, 1923, were 272 per cent of the annual prewar average; the exports of wheat flour were 139 per cent of that average.

In other words, during the period from July 1, 1922, to June 30, 1923, when we were "not doing very much in the wheat export line" we actually exported nearly three times as much wheat and a third more flour than we did in "normal" times. The exports of that period were above some of the fat war years; and only a little below the annual average of 1915-1923, which includes some of the heaviest export years of our entire history.

Our annual average from 1910-1914 is about

all the wheat that we have any right to export in an average year now or in the future. Normal times were then in vogue. The world was moving on a level plane. Ultimately it will return to that plane, and with that return our wheat exports may well be expected to drop to the "normal" level.

Russia which produced large quantities of wheat for export during those normal years is out of the markets now. That is, she is not exporting on her old-time scale. That should entitle us to a little more export business than we had while Russia was active, but not to three times as much business. Canada, Argentina, and other exporting countries have increased their production to help make up for the Russian deficit. Even the importing countries are growing more wheat, and eating less.

All things considered, we should feel that we are doing well if we keep along about the prewar average. When we ask to have wheat exports maintained far above that average we are asking for the impossible. The wheat patient's heart is over-stimulated as matters now stand. He has no need for more of the same kind of medicine.

If we administer the stimulant in spite of these facts we shall regret it, of course. It may take one year or several for the effects of the drug to die out, but die out it will in time.

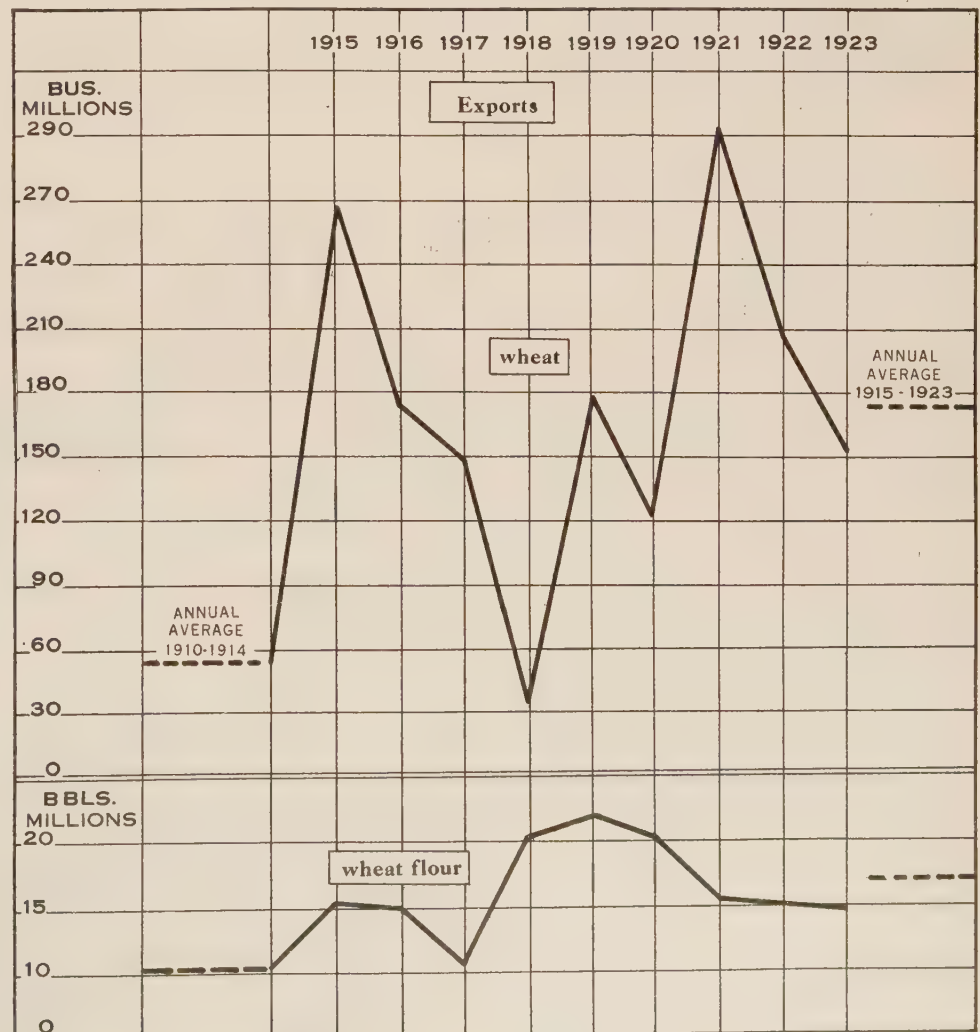
Why, then, with our wheat exports already greater than we have a right to expect, should we seek to increase them still more?

Partly, because we are looking at the big years of the war period, and wishing that somehow we could be set back upon those flush times.

The real purpose at the bottom of the matter is to make the business of handling wheat a government enterprise. Call it communism, socialism, public ownership, nationalization, call it whatever you will. The effect is the same. The advocates of the wheat corporation may not themselves realize what will be the ultimate effect of the thing they propose. But if the corporation is established it will lead inevitably to governmental operation of the grain business as a whole. It will take a long time, but a few years or even decades are of no consequence in the current of time that flows on and on.

Let the wheat growers of the world quit producing more wheat than can possibly be used. Let our own farmers quit producing more wheat than we can possibly sell. Then, and not until then, will wheat farming be profitable once more.

If a wheat export corporation is created the result will be to keep our wheat production (or at least our wheat acreage) higher than it should be. Farmers in the winter wheat belt are now seeding their 1924 crop, and in spite of all that has been said about acreage reduction, the acreage is not going to be much less than it was last year. Wheat farmers are by nature a class of "next year" optimists. Copious rains have put their soil into excellent condition for seeding, and they are seeding it as rapidly as they can.



Exports of Wheat (above) and Wheat Flour (below) from 1915 to 1923, in Comparison With Annual Average 1910-1914, Inclusive.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Universal Coupling for Shafting?

*Grain Dealers Journal:* A couple of years ago we had a coupling put in the elevator on a shaft that was affected by the settling and rising of the elvtr. It is known as an F. M. Dexter coupling and is something in the nature of a universal joint.

We must have another one soon and would like to know where it might be secured.—G. W. Breckinridge, mgr. Farmers Grain Co., Grass Range, Mont.

*Ans.:* Universal couplings that answer this purpose are made and sold by the leading manufacturers of power transmission machinery whose addresses are given in the advertising columns of the Grain Dealers Journal.

### Must Grain Brokers Pay a Federal Tax Annually?

*Grain Dealers Journal:* Can you inform me if car lot grain brokers are subject to the Federal tax on brokers? The Internal Revenue Department has made no attempt until this year to levy a tax on the brokers of our little market, but now is insisting upon having \$50.00 for each year since the law went into effect. Doubtless some of the firms will be reorganized or go out of business and be succeeded by a corporation. Is it possible that car lot brokers of every interior and terminal market have to pay this annual brokers tax of \$50.00?—A. M.

### Deduction for Natural Shrinkage?

*Grain Dealers Journal:* Is there still a tariff in effect at the present time stating that the shipper must deduct  $\frac{1}{2}$  of one per cent for natural shrinkage on shortage claims? We know that tariff I. C. C. A-638, dated June 1, 1918, carried this notation, but believe it has been canceled.—Rudy Grain & Supply Co., Bellevue, O.

*Ans.:* The deduction for natural shrinkage has been in effect continuously for many years past. A reduction from  $\frac{1}{2}$  to  $\frac{1}{4}$  on coarse grains is in prospect; and for the latest information read the report by Henry L. Goemann on Natural Shrinkage, as chairman of the Transportation Com'te of the Grain Dealers' National Ass'n, published elsewhere in this number of the Journal as part of the proceedings at the Des Moines convention.

### Interest on Railroad Claims?

*Grain Dealers Journal:* Can we legally claim interest on outstanding railroad claims?

We have a number of claims filed against the C., R. I. & P. for grain removed in transit on account of overload, but which we can readily prove was not an overload, also one large claim for wheat unloaded from 100 capacity car and reloaded into a seventy capacity car. These claims have been filed for several months and we cannot get settlement on account of railroad not having completed their records. However, we have received settlement of freight overcharges on these same cars on account of same being reduced below the minimum.—Hennessey Flour Mills, Hennessey, Okla.

*Ans.:* In general, interest does not begin to run on any account until the date on which it becomes due and payable, or until in the language of the law the amount due is "made certain." From the standpoint of the railroad company it is ready and willing to pay the claim but is prevented from doing so because the amount has not been settled. Therefore the carrier is not liable for interest on claims for

shortage until after judgment has been obtained. Claims for conversion and refund of overcharges are on a different basis and interest can be recovered, if demanded.

In *Stevens-Scott Grain Co. v. Atchison, T. & S. F. Ry. Co.*, 149 Pac. Rep. 744, the Supreme Court of Kansas held: "In an action against a carrier for damages on account of the injury to or destruction of property in transit, interest is not recoverable. A carrier which sells property because of the refusal of the consignee to receive it is chargeable with interest on the proceeds in excess of the freight during the time they are withheld from the shipper."

In *Morrison Grain Co. v. Missouri Pacific Ry. Co.*, 170 S. W. Rep. 404, the Kansas City Court of Appeals held: "In a shipper's action for damages from the loss of a carload of corn, in which the only allegation of damages was limited to the precise value of the corn, interest on the amount of the recovery could not be allowed."

JULY EXPORTS of grain from all Black Sea ports of Russia totaled 50,000 tons.

AN IMPORTANT automobile highway passes through Hooker, Okla., and at a point 19 miles out the Hooker Equity Exchange has placed a sign 5x9 feet directing tourists on another road to a short cut to the former route which will bring them thru Hooker. While this is essentially community advertising, since few of the tourists will have grain to sell, it is none the less an evidence of enterprise on the part of the elvtr. company.—Cal.

THE NORTHWEST Grain & Hay Show will be held at Portland, Ore., early in November, and exhibits must reach the grounds not later than Nov. 1. Not less than 100 pounds of uncleaned grain should be delivered for each entry and will be cleaned by warehousemen without charge. Cleaned exhibits should be not less than one bushel. The Portland Merchants Exchange has appointed a com'te composed of Frank E. Ryer, F. L. Shull, I. N. Sanford, N. A. Leach, G. A. Westgate, W. W. Harder and Andrew M. Chrystall, to promote the show.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

G. N. 11299 east bound passed thru Towner, N. D., Sept. 17th, 3:10 P. M., leaking wheat at side. No chance to repair. E. I. Ferguson, agt., Andrews Grain Co.

I. C. R. R. 38743 going north thru Kankakee, Ill., Sept. 5th, 11:30 a. m., leaking corn.—Kankakee Farmers Grain Co., W. A. Pegram.

C. B. & Q. 103864 passed thru Venango, Nebr., leaking at door post.—Farmers Union Co-op. Grain Co., Sept. 1.

C. B. & Q. 99663 passed thru Venango, Nebr., leaking at door post.—Farmers Union Co-op. Grain Co., Sept. 1.

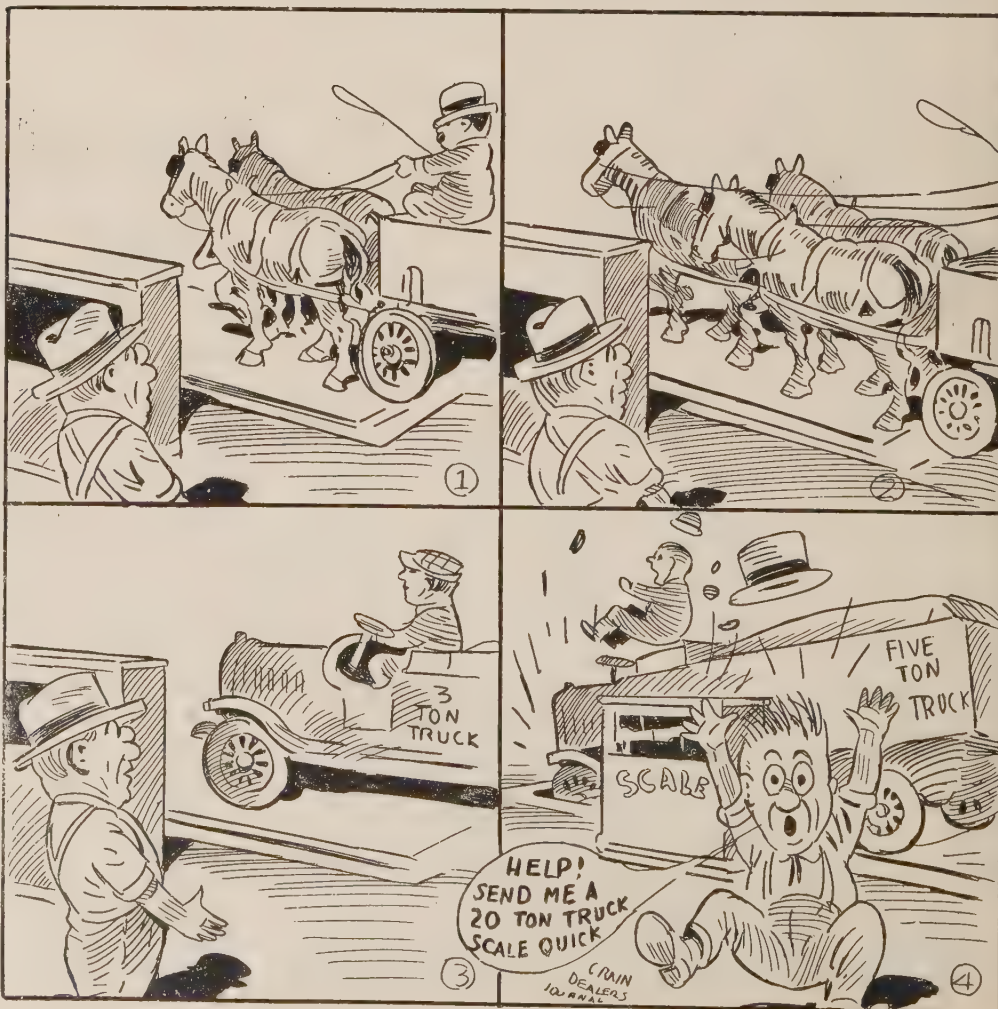
N. & W. 67328 passed thru Atkinson, Ind., Aug. 31, leaking oats at side door. Car was sealed. No chance to repair.—Atkinson Grain Co.

Erie 110520, loaded with yellow shelled corn at Swan Creek, Ill., passed thru Roseville, Ill., Aug. 29 leaking thru siding which was loose at sill. No chance to repair.—Isaac C. Pratt.

C. M. & St. P. 78930, loaded with oats, was set out at Whittemore, Ia., Aug. 27, on account of sheathing being loose about four feet on one side. Section foreman nailed as best he could.—O. J. Kaschmitter.

C. & N. W. 137466 passed thru Gilbert, Ia., Aug. 25, leaking yellow corn at side door.—G. D. Mabie, G. D. Mabie Grain Co.

### Hi Overbidder's Heavy Business Wrecks His Scales.





## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### President Can Add 50% to Duty on Wheat.

*Grain Dealers Journal:* The recent talk of a possible upward revision of the duty on wheat imports into this country has aroused considerable interest on the part of the trade as to the exact powers of the President in this matter, particularly with reference to the time required to effect changes, the maximum possible increases, and so forth. There appears to be a widespread lack of specific information on this subject. In order to clear up any misconceptions which may exist, we offer the following from the Office of the Solicitor, Department of Agriculture, Washington, D. C.:

"In response to your first inquiry, you are informed that the Tariff Act of 1922 [42 Statutes at Large, 941, 942, Section 315, paragraph (a)] contains the following provisions which give the President in certain contingencies authority to change the tariff rates on commodities imported into the United States:

Sec. 315 (a). That in order to regulate the foreign commerce of the United States and to put into force and effect the policy of the Congress by this Act intended, whenever the President, upon investigation of the differences in costs of production of articles wholly or in part the growth or product of the United States and of like or similar articles wholly or in part the growth or product of competing foreign countries, shall find it thereby shown that the duties fixed in this Act do not equalize the said differences in costs of production in the United States and the principal competing country he shall, by such investigation, ascertain said differences and determine and proclaim the changes in classifications or increases or decreases in any rate of duty provided in this Act shown by said ascertained differences in such costs of production necessary to equalize the same. Thirty days after the date of such proclamation or proclamations such changes in classification shall take effect, and such increased or decreased duties shall be levied, collected and paid on such articles when imported from any foreign country into the United States or into any of its possessions (except the Philippine Islands, the Virgin Islands, and the Islands of Guam and Tutula): Provided, That the total increase or decrease of such rates of duty shall not exceed 50 per centum of the rates specified in Title 1 of this Act, or in any amendatory Act.

"In response to your second inquiry, Congress could meet on the call of the President in an extra session and change the tariff law without giving any notice whatsoever."

It will be seen from the above that the exercise by the President of his powers would require a thoro investigation by experts, after which thirty days' notice would have to be given before changes became effective, and in no event could he increase the duty more than 50 per cent, or, from the present rate of 30c per bushel on wheat to a possible 45c maximum. On the other hand an extra session of Congress could take immediate action and could conceivably make an unlimited increase.—Cross Roy & Saunders, Siebel C. Harris, Chicago, Ill.

THE BIG Morosoff Elevator at Rostov-on-Don, Russia, has been reconstructed for the export trade.

THE Anglo-Russian Wheat Exporting Co. has just been formed by the Soviet, the Aroos Co. and two English grain companies.

THE CONDITION of 49.5 per cent of normal reported by the U. S. Department of Agriculture for the cotton crop for the date of September 25 is the lowest for that date since the first report in 1866, except the condition of 42.2 per cent in 1921, although the condition of the crop on September 25 was lower than it was on August 25, the decline of 4.6 during this period was less than the usual decline of 6 per cent, and the forecast of production is therefore larger than a month ago.

### State-Owned Elevator and Mill Loses Quarter Million.

North Dakota's state-owned flour mill at Grand Forks sustained an operating loss from October 23, 1922, to July 1, 1923, of \$124,581.75, according to the first public audit of the enterprise made for the state industrial commission and issued by that body at Bismarck, N. D., Oct. 1.

An additional deduction is made, chiefly on interest on bonds issued to finance the building of the state mill, which brings the total loss on the flour mill project at July 1, 1923, to \$230,346.57.

The capital and surplus of the state mill is placed in the balance sheet by Bishop, Brissman & Co., St. Paul auditors, at \$3,993,973.53.

The operating loss per barrel of flour is shown in the report as 48 cents.

The terminal elevator erected to function in connection with the mill contributed materially to the deficit, the report says, the elevator not being ready in time for handling any of the 1922 crop of wheat.

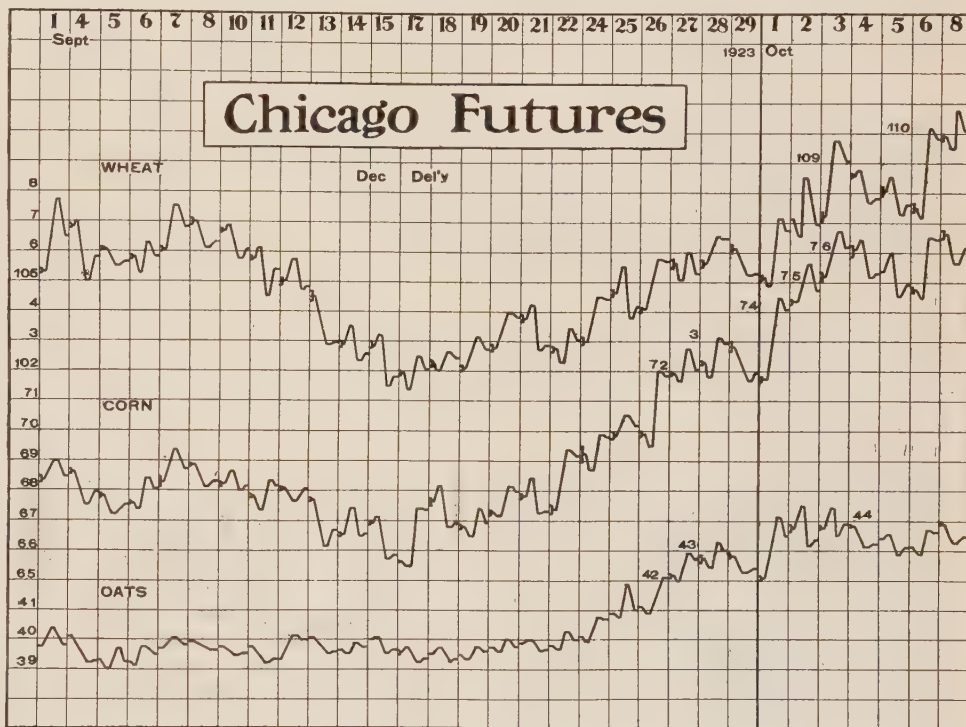
Officials of the industrial commission, who are relieved of the supervision of the mill since the creation of a board of managers, had not

studied the audit report sufficiently to offer any statements.

On the one hand, it was stated by one official that C. E. Austin, manager of the mill, had informed the commission that during August since the audit report was completed, the operating income exceeded expenses by \$6,194.66, this being the first month in which the mill has shown an operating profit.

LECTURES ON VARIOUS aspects of the grain trade, such as warehouse receipts, elevator receipts and bills of lading, are being delivered at the City of London College by S. K. Thorpe of the London Corn Trade Ass'n, who contemplates regular course for the benefit of the employes of grain firms.

SHIPMENTS of maize from Portuguese East Africa are now under way, according to reports to the Department of Commerce. All of these shipments go to Continental Europe or the United Kingdom. The exportable surplus this year is expected to amount to 800,000 bags, or roughly 40,000 tons. Prices to the farmer have fallen to one-half that of last year, and there is a disposition on the part of some producers to hold back the maize for higher prices.



### Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for December delivery at the following markets for the past two weeks have been as follows:

	Sept. 25.	Sept. 26.	Sept. 27.	Sept. 28.	Sept. 29.	Oct. 1.	Oct. 2.	Oct. 3.	Oct. 4.	Oct. 5.	Oct. 6.	Oct. 8.	Oct. 9.
<b>DECEMBER WHEAT</b>													
Chicago	104 1/4	105 3/4	105 1/4	106 3/4	105 1/4	106 3/4	107	107 1/4	107 3/4	107 1/2	109 3/4	110 1/4	107 3/4
Kansas City	101 1/4	103 1/4	103 1/4	104 1/4	103 1/4	104 1/4	104 1/4	106 3/4	104 1/4	104 1/4	106 3/4	106 3/4	104 3/4
St. Louis	105 1/4	107 1/4	107 1/4	108 1/4	106 3/4	108 1/4	108 1/4	111 3/4	109 3/4	109 3/4	112 1/2	112 1/2	110 1/4
Minneapolis	115 1/4	117 1/4	116 3/4	117 1/4	116 3/4	116 3/4	116 3/4	118 1/4	117 3/4	116 3/4	118 1/4	119 3/4	117 3/4
Duluth (durum)	96 3/4	97 1/4	97 3/4	98 1/4	97 1/4	98 1/4	98 1/4	98 3/4	100	99 3/4	99 3/4	101 1/4	100 1/4
Winnipeg	94 3/4	95 3/4	95 3/4	96 1/4	94 1/4	94 3/4	94 3/4	95 3/4	95 3/4	94 3/4	94 3/4	96 3/4	94 3/4
Milwaukee	104 1/4	105 3/4	105 1/4	106 3/4	105 3/4	106 3/4	106 3/4	109 3/4	107 3/4	107 3/4	109 3/4	110 3/4	107 3/4
<b>DECEMBER CORN</b>													
Chicago	70 1/4	71	72	73	72 1/4	74 1/4	74 1/4	75 1/4	75 1/4	75	76 3/4	76 3/4	75 1/4
Kansas City	68 3/4	69 1/4	69 3/4	70 1/4	69 3/4	71 1/4	72 1/4	74 1/4	72 1/4	72 1/4	74 3/4	73 3/4	72 3/4
St. Louis	71 3/4	73 3/4	73 3/4	73 3/4	72 3/4	74 3/4	75 3/4	76 3/4	75 3/4	75 3/4	77 3/4	77 3/4	76 1/4
Milwaukee	70 1/4	71 1/4	72 1/4	72 1/4	72	74 1/4	74 1/4	76 1/4	75 3/4	75	76 1/4	76 3/4	75 1/2
<b>DECEMBER OATS</b>													
Chicago	41	42 1/4	42 3/4	43	42 3/4	43 1/4	43 3/4	43 3/4	43 1/4	43 1/4	43 3/4	43 1/2	43 1/4
Kansas City	41 1/4	43 3/4	42 3/4	43 1/2	42 3/4	44	43 3/4	44	44	43 3/4	44 1/4	44 1/4	43 1/2
Minneapolis	37 3/4	38 1/4	38 3/4	39	38 1/4	39 3/4	39 3/4	40	39 1/4	39	39 3/4	39 3/4	39 1/4
Winnipeg	39 1/2	39 3/4	40 1/4	40 1/4	39 1/4	39 3/4	39 3/4	39 3/4	39 1/2	39 3/4	40 1/4	39 3/4	39 1/4
Milwaukee	41 1/4	42 1/4	42 3/4	43	42 3/4	43 1/2	43 3/4	43 3/4	43 1/4	43	43 3/4	43 1/2	41
<b>DECEMBER RYE</b>													
Chicago	69 3/4	70 3/4	70 3/4	70 3/4	69 3/4	70 1/4	70	71 1/4	71 1/4	72	73	72 3/4	71
Minneapolis	66 3/4	66 3/4	66 1/4	66 1/4	65 3/4	65 3/4	65 3/4	66 3/4	66 3/4	66 3/4	68	67 3/4	66 1/4
Duluth	66 3/4	67 3/4	67 3/4	67 3/4	66	66 3/4	66 3/4	67 3/4	67 3/4	67 3/4	69	68 3/4	67 3/4
Winnipeg	64 3/4	65 1/2	65 1/2	66	65	65 1/4	65 1/4	66 3/4	66 3/4	66 3/4	66 3/4	66 3/4	65 3/4
<b>DECEMBER BARLEY</b>													
Minneapolis	55 3/4	56 3/4	56 3/4	56 3/4	55 3/4	56 1/4	56 3/4	57 3/4	56 3/4	57 1/4	57 1/4	58 1/4	58
Winnipeg (Oct.)	51	51	51 1/4	51 1/4	50 1/2	51 1/4	51 1/4	51 1/4	51 1/4	51 1/4	52 1/4	51 1/4	51 1/4



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CANADA.

Winnipeg, Man., Sept. 27.—Using the acreage estimated by the Dominion Government we estimate the yield as follows: Wheat, Manitoba, 2,362,500 acres, 28,822,000 bus.; Saskatchewan, 11,193,000 acres, 218,263,000 bus.; Alberta, 5,862,100 acres, 147,725,000 bus.; or a total of 19,417,600 acres; 394,810,000 bus. Oats in Manitoba, 1,964,500 acres, 74,651,000 bus.; Saskatchewan, 5,225,300 acres, 247,679,000 bus.; Alberta, 2,451,800 acres, 134,113,000 bus.; or a total of 9,641,600 acres, 456,443,000 bus. Barley in Manitoba, 934,600 acres, 24,206,000 bus.; Saskatchewan, 478,100 acres, 14,390,000 bus.; Alberta, 371,500 acres, 13,225,000 bus.; or a total of 1,784,200 acres, 51,821,000 bus. Rye in Manitoba, 195,200 acres, 2,772,000 bus.; Saskatchewan, 289,500 acres, 4,950,000 bus.; Alberta, 225,700 acres, 4,175,000 bus.; or a total of 710,400 acres, 11,897,000 bus. Flax in Manitoba, 58,500 acres, 521,000 bus.; Saskatchewan, 422,500 acres, 4,309,000 bus.; Alberta, 26,700 acres, 288,000 bus.; or a total of 507,700 acres, 5,118,000 bus.—E. G. Jones, mgr. The Northwest Grain Dealers' Ass'n.

### COLORADO.

Sterling, Colo., Oct. 6.—In comparison to other years, there will be between two and three times as much corn. Corn in Colorado is very good. There will be a good deal of corn making better than forty bushels per acre. Wyoming also has considerable corn, but the acreage is so small it will not cut much figure. Western Nebraska is at the top on corn, nearly equaling the eastern part of this state. The corn crop is exceeding by far the wildest dreams of the producers. The volume of business for the elevators will more than be made up in corn for the loss in wheat. No frost to date, and practically all corn out of danger. The quality taken from the field will be very high. Thirty per cent of the corn raised out here is of the flint variety, other part of the Dent. Both kinds are of a high quality. Kernels deeper than usual. There will be a great deal of damage to the corn after it is harvested, as most of it will have to go on the ground. A considerable amount will have to move to eastern markets as the supply is far in excess of the demand out this way. This year's wheat is a fizzle, revolutionizing farming. Without question, diversified farming will be the result and, last but not least—prosperity. I believe some valuable information could be had from the manufacturers of corn shellers; their sales out this way must be very large this year.—John Eskildsen.

### ILLINOIS.

Springfield, Ill., Oct. 10.—With plentiful sunshine and practically no rain conditions were excellent for drying corn and seeding wheat. Corn is mostly beyond frost danger. Light to heavy frosts during the week hastened ripening. There has been much cutting, and husking has begun in a few places. Considerable wheat is up and looks fine. Soy beans are being harvested.—Clarence J. Root, Meteorologist.

### INDIANA.

Hope, Ind., Oct. 9.—We have prospect of a good corn crop. The early frost was light and did little damage. Wheat sowing will be almost finished by the end of this week.—Stafford Grain Co.

New Albany, Ind., Sept. 26.—We expect a corn crop of about 90% of normal. The frost did not reach this far south and have heard no serious complaints from any of our farmers.—John H. Shine & Co.

### IOWA.

Clearfield, Ia.—Weather last 10 days fine for the maturing of corn. Corn promises to be a good crop and of good quality as we have had no frost to kill it in general. Light frost in low lands.—Garver Grain Co., G. G. Garver.

### KANSAS.

Grove, Kan., Oct. 1.—Corn is exceptionally good in this territory, wheat only fair.

### MASSACHUSETTS.

Boston, Mass., Oct. 8.—This past season has been with us cold, unusually so, and very dry besides. Crops have been backward, fields are badly burned out by the prolonged drouth.

The acreage this past season has been reduced and will be cut again this coming year if the farmers are unable to get reliable labor at a reasonable price.—Joseph Breck & Sons Corp., R. O. Gardner.

### MICHIGAN.

Allegan, Mich., Sept. 24.—Farmers have not reported any serious damage by frost.—Allegan Milling Co.

Addison, Mich., Sept. 24.—Frost has done very little damage in this section to date.—Addison Flouring Mill Co.

Birch Run, Mich., Sept. 27.—No damage by frost to corn or beans in this section. All corn fully matured.—Chas. Wolohan, Inc.

Birmingham, Mich., Sept. 24.—Corn is about 90% normal crop. Frost damage slight but ears are short on account of dry weather.—McClellan & Son.

### MINNESOTA.

Eden Prairie, Minn., Sept. 21.—The frost did very little damage in this vicinity to field corn. Fodder corn was nipped.—F. E. Miller.

Ashby, Minn., Oct. 10.—We have one of the best corn crops this part of the state has ever had.—C. E. Thorstenson, Agt., Monarch Elevtr. Co.

### NEBRASKA.

Holdrege, Neb., Oct. 2.—Our wheat crop very poor, but big corn crop. Very wet fall.—A. G. Rector.

Lawrence, Neb., Oct. 8.—Corn will average from 30 to 35 bus. per acre. Good quality.—J. P. Christianson, Duff Grain Co.

Sidney, Neb., Sept. 25.—Crop conditions are very poor in this territory.—O. E. Harris, treas., Trans-Mississippi Grain Co., Omaha.

Rockford, Neb., Oct. 10.—We will have a fine crop of good corn which will be very good quality as we have not had any frost to date.—A. L. Burroughs.

Valentine, Nebr., Sept. 24.—No frost yet. Corn still green and maturing rapidly. Prospects for biggest crop on record.—B. A. Roosa, Mgr., Farmers Union Co-op. Ass'n.

Erickson, Nebr., Sept. 24.—So far we have had no frost to do any damage to corn. About 40% of the corn is out of danger of frost.—L. E. Bodyfield, Mgr., Union Merc. Co.

Chadron, Neb., Sept. 22.—We have not had a frost that would damage the corn crop in this territory. Prospect of corn crop fair.—B. V. Hartman, Agt., Nye-Schneider-Jenks Co.

Bancroft, Neb., Sept. 22.—We have not had any frost yet and nine-tenths of the corn in at least three counties here is so far matured that frost would not damage it.—H. S. Rosenberg, Agt., Holmquist Grain & Lbr. Co.

### OHIO.

Chippewa Lake, O.—Corn badly damaged in this vicinity. Will be much soft corn; this will mean a lot of work for the feed grinders.—C. W. Carlton.

### OKLAHOMA.

Frederick, Okla., Oct. 3.—On account of plenty of moisture there will be about the usual amount of wheat sown.—Calvert & Abercrombie.

### SOUTH DAKOTA.

Centerville, S. D., Sept. 24.—There has been no frost here. Corn is looking good.—T. I. Gunderson.

Armour, S. D., Sept. 24.—The frost in this district was very light and did very little damage.—Douglas County Mills.

Ft. Pierre, S. D., Sept. 26.—Frost has not damaged any corn in this vicinity. There has been only one light frost.—Ferrell & Ostendorf.

Pierre, S. D., Sept. 24.—Corn generally not damaged at all by frost. A few fields of late planted will be soft. Corn crop is good.—Rood & Spargur.

St. Onge, S. D., Sept. 24.—Frost has not damaged corn here. Corn is good and most too far along for frost to do any damage.—Carter S. Styhens, Agt., Tri-State Milling Co.

Bovee, S. D., Sept. 24.—No damage by frost so far in this vicinity. Corn mostly all matured. Some localities damaged by hail.—A. E. Brown, Agt., L. C. Button Elevtr. Co.

Canton, S. D., Sept. 24.—There is no damage by frost in our territory.—Hunting Elevator Co.

### TEXAS.

Stratford, Tex., Oct. 3.—Recent heavy rains here in this section point to a good wheat crop next season.—C. C. Barkham, Chapman Mfg. Co.

### WISCONSIN.

Bridgeport, Wis., Sept. 26.—No damage to any great extent to corn around here. Fodder was injured some by frost. There was some soft corn in spots which was hit by frost, but most of that can be disposed of in silos or for immediate feeding.—H. Lathrop & Son.

## Government Crop Report.

Washington, D. C., Oct. 9.—The Crop Reporting Board of the Department of Agriculture makes the following forecasts and estimates:

Crop.	Production.*		Yld. per ac.	
	Forecast	Harvested, 1922.	1923. <sup>1</sup>	1923.
Win. wht., bu.	2568,386	586,204	214.3	39,750
Sp. wht., bu.	2213,351	275,887	115.5	18,503
All wht., bu.	2781,737	862,091	113.4	58,253
Corn, bu.	3,021,454	2,890,712	29.3	103,112
Oats, bu.	2,130,243	1,201,436	31.9	40,768
Barley, bu.	199,251	186,118	25.0	7,980
Rye, bu.	264,774	95,497	12.4	5,234
Bkwhet., bu.	13,927	15,050	18.0	772
Flaxseed, bu.	19,623	11,668	8.6	2,285
Rice, bu.	32,737	41,965	37.1	883
Hay,tame, tns	86,538	96,687	1.44	60,253
Hay,wild tons.	16,376	16,104	1.04	15,778
Gr. sorg., bu.	105,877	90,381	19.1	5,541
Peanuts, lbs.	695,771	623,507	.....	.....

### OATS.

State.	Yield per acre, bus.		Total production in thousands of bus.	
	1923. <sup>2</sup>	10-year average.	1922. <sup>3</sup>	Harvested 1922.
New York..	32.0	32.6	33,216	31,770
Pa. ....	29.0	33.6	34,481	41,242
Ohio .....	34.5	34.5	54,855	39,744
Indiana ...	28.5	32.2	46,854	28,770
Illinois ...	35.0	35.7	137,795	110,010
Michigan ..	31.5	32.7	42,132	49,434
Wisconsin..	37.0	38.1	93,943	101,558
Minnesota..	37.0	33.8	150,257	142,746
Iowa .....	36.0	37.0	195,012	208,791
Missouri ..	25.0	25.6	32,125	17,872
N. Dakota..	23.0	24.5	57,661	78,804
S. Dakota..	34.0	31.6	83,232	74,400
Nebraska ..	33.0	30.4	85,833	56,106
Kansas ...	25.5	25.4	34,298	28,386

U. S. ....	1923.		1922.	
	1923. <sup>2</sup>	10-year average.	1922. <sup>3</sup>	Harvested 1922.
Minnesota..	12.3	13.2	20,024	25,345
N. Dakota..	7.1	10.6	56,466	123,234
S. Dakota..	9.5	11.4	26,106	38,188
Montana ..	15.0	14.3	40,695	39,881
Idaho .....	28.0	23.4	19,404	15,617
Wash. ....	22.0	15.5	23,320	9,200

U. S. .... 11.5 12.4 213,351 275,887  
<sup>1</sup>Interpreted from condition reports. Comparison of forecast with final yields per acre on reverse of sheet 2. <sup>2</sup>Preliminary estimate. <sup>3</sup>Census. <sup>4</sup>Per pound. <sup>5</sup>Price Sept. 15. <sup>6</sup>Or at time of harvest. <sup>7</sup>Pounds. <sup>8</sup>Condition Sept. 25. <sup>9</sup>Tons. <sup>0</sup>000 omitted.

### CORN.

State.	Forecast		Harvested	
	Condition	1923 production. <sup>10</sup>	From Oct. 1	production. <sup>10</sup>
Pa. ....	82	86	61,315	69,212
Virginia ..	90	86	52,695	53,312
N. Carolina..	89	84	54,405	50,520
Georgia .....	69	83	49,267	52,620
Ohio .....	87	84	158,412	149,097
Indiana .....	86	82	184,608	176,305
Illinois .....	85	76	338,706	313,074
Michigan .....	83	79	58,774	60,716
Wisconsin ..	80	82	84,826	98,300
Minnesota ..	84	83	156,652	131,307
Iowa .....	90	84	426,985	455,535
Missouri .....	83	70	197,483	175,275
S. Dakota..	91	84	132,814	110,038
Nebraska ..	92	72	263,138	182,400
Kansas .....	66	50	130,405	98,391
Kentucky ..	88	82	92,715	88,060
Tennessee ..	84	81	78,589	75,440
Alabama ..	76	77	48,830	50,932
Mississippi ..	65	75	38,366	51,065
Texas .....	64	72	88,829	114,580
Oklahoma ...	41	59	39,491	57,600

U. S. ....	1923.		1922.	
	1923. <sup>2</sup>	10-year average.	1922. <sup>3</sup>	Harvested 1922.
Minnesota ..	84	82	5,255	3,200
N. Dakota..	76	70	9,640	5,462
S. Dakota..	87	82	3,058	1,834
Montana .....	85	59	1,305	889

U. S. .... 80.4 71.0 19,623 11,668  
<sup>10</sup>In thousands of bushels—i. e., 000 omitted.  
Durum Wheat in Minnesota, North Dakota, South Dakota and Montana estimated to be 45,779,000 bus.; compared with the revised estimate of 85,280,000 bus. last year. (Included in total spring wheat.)



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Winnipeg, Man., Oct. 27.—The final summary of the 1922 wheat crop shows 305,038,000 bus. of wheat were inspected, wheat in farmers' hands and country elevators, 3,000,000 bus., and wheat used for seed, feed and country mills was 45,000,000 bus., making a total wheat crop of 353,038,000 bus. Oats inspected, 48,810,000 bus., compared with 61,492,000 bus. last year. Barley inspected, 13,931,000 bus., compared with 13,688,000 bus. last year. Rye inspected, 13,766,000 bus., compared with 4,312,000 bus. last year. Flax inspected, 3,592,000 bus., compared with 2,750,000 bus. last year.—E. G. Jones, mgr. The Northwest Grain Dealers' Ass'n.

Chicago, Ill., Oct. 3.—In Central, Northern and Northwestern Kansas recent rains have put the soil in fine shape for farm work. Chinch bugs have retarded early planting and very little fall wheat has been sown. Reports indicate that there will be a considerable reduction in acreage. This section will have an unusual abundance of corn and barring early frost it will be of merchantable quality outside of the territory Montrose to Stuttgart, where crop will be lighter on account of the dry weather and chinch bugs. Forage crops are abundant and the pastures are unusually good. The outlook for next year account of the moisture in the sub-soil is favorable. In Southern and South-eastern Kansas, due to recent rains, the soil is in very good condition for fall plowing and sowing of wheat crop. This work is progressing rapidly. Forage crops and pastures in good condition. In Southwestern Kansas conditions are very favorable on account of good rains since our last report. Fall plowing well under way and prospects are that wheat will go into the winter in much better condition than it has for several years. Recent rains have been of much benefit to kaffir and millet and fall pastures. Fine crop of broom corn is being gathered.—S. H. Johnson, vice-pres., Rock Island Lines.

Indianapolis, Ind., Oct. 10.—The first car of new corn on this crop was received today by the Lew Hill Grain Co., shipped by C. B. DeLong, Fithian, Ill. This is the earliest arrival of new corn, ever, at this market. The corn graded sample yellow, with 26.3 moisture and 5.2 per cent damage.

Rockford, Neb., Oct. 10.—There is not very much grain moving. All the old corn is gone and farmers inclined to hold wheat for a little more money.—A. L. Burroughs.

Central City, Neb.—We are shipping oats to some of our stations for feeding and finding ready sale with the farmers.—T. B. Hord Grain Co.

Belgium, Wis., Sept. 24.—About 25% of corn crop was harvested before the recent frost, but the balance was frozen and makes poor

silage. Damage on late potatoes about 25%.—Nic Hubing.

Madison, Wis., Oct. 10.—A large corps of crop reporters estimate the condition of potatoes in Wisconsin at 72% normal, which forecasts a crop of 26,634,000 bushels, compared to a forecast of 27,287,000 bushels a month ago. Last year's production in Wisconsin was 41 million bushels, so that the 1923 crop promises to be 65% of last year.—Wisconsin Dept. of Agriculture.

### Corn Movement in September.

Receipts and shipments of corn at the various markets during September compared with September, 1922, were as follows:

	Receipts—		Shipments—	
	1923	1922	1923	1922
Baltimore	53,530	832,709	964,104	9,798,000
Chicago	7,890,000	20,512,000	4,506,000	196,000
Cincinnati	262,800	356,400	79,200	498,476
Duluth	3,848	928,473	855,000	1,419,000
Indianapolis	1,515,000	1,788,000	461,250	706,250
Kansas City	711,250	2,104,460	1,487,531	1,065,911
Milwaukee	1,737,580	486,600	128,980	280,960
Minneapolis	293,150	2,986,850	5,091,708	1,000
Montreal	211,914	1,000	145,216	988,075
New York	300,900	1,716,400	1,170,400	1,297,800
New Orleans	.....	556,500	534,000	324,000
Omaha	1,051,400	2,756,300	1,473,980	1,734,200
St. Joseph	747,000	388,950	1,280	15,750
St. Louis	2,405,714	76,800	60,000	50,000
Toledo	147,500	2,246,150	1,054,750	1,908,130
Wichita	81,600	394,850	.....	57,173
Peoria	1,496,000	310,549	229,380	.....
Superior	13,122	10,810	4,422	10,810
Philadelphia	33,351	.....	.....	.....
Ft. William	4,422	.....	.....	.....

### Oats Movement in September.

Receipts and shipments of oats at the various markets during September compared with September, 1922, were as follows:

	Receipts—		Shipments—	
	1923	1922	1923	1922
Baltimore	206,621	1,152,753	972,370	9,907,000
Chicago	6,920,000	9,503,000	5,365,000	231,840
Duluth	529,393	416,713	179,161	682,000
Indianapolis	1,606,000	762,000	1,274,000	253,500
Kansas City	1,837,700	600,100	879,000	1,331,910
Milwaukee	2,731,200	1,804,095	2,397,236	4,191,880
Minneapolis	4,587,190	3,837,360	1,794,710	1,697,324
Montreal	1,146,436	1,546,589	1,049,414	149,000
New York	965,000	.....	44,010	65,389
New Orleans	.....	1,162,000	2,206,000	934,000
Omaha	2,042,000	128,000	110,000	38,000
St. Joseph	280,000	1,760,000	2,312,320	1,345,145
St. Louis	3,184,320	229,600	309,000	90,120
Toledo	492,000	13,500	80,000	12,000
Wichita	90,000	1,273,000	947,950	1,385,400
Winnipeg	3,018,000	375,303	2,707	25,482
Peoria	1,136,000	214,000	258,000	120,000
Superior	357,508	389,173	.....	149,342
Cincinnati	438,000	741,868	704,684	701,531
Philadelphia	185,513	.....	.....	.....
Ft. William	1,567,203	.....	.....	.....

### Rye Movement in September.

Receipts and shipments of rye at the various markets during September compared with September, 1922, were as follows:

	Receipts—		Shipments—	
	1923	1922	1923	1922
Baltimore	24,121	1,937,901	25,713	1,642,952
Chicago	228,000	368,000	376,000	272,000
Cincinnati	50,400	20,400	84,800	21,600
Duluth	3,097,783	9,729,408	2,403,368	8,974,940
Indianapolis	77,000	43,000	65,000	44,000
Kansas City	64,900	63,800	20,900	15,400
Milwaukee	110,370	193,855	83,720	132,952
Minneapolis	1,391,870	1,239,410	184,980	393,550
Montreal	2,122,539	3,471,562	1,201,159	2,594,895
New York	1,740,400	.....	1,027,000	.....
New Orleans	.....	186,200	119,000	175,000
Omaha	175,000	6,000	1,500	1,500
St. Joseph	4,500	42,900	27,160	14,200
St. Louis	59,400	24,000	84,340	8,115
Toledo	32,400	.....	.....	.....
Wichita	.....	.....	.....	.....
Winnipeg	1,294,650	.....	4,800	8,400
Peoria	10,000	6,000	958,977	.....
Superior	2,260,112	1,270,336	1,185,878	.....
Philadelphia	17,606	3,063,528	1,236,281	2,584,398
Ft. William	1,340,753	.....	.....	.....

### Barley Movement in September.

Receipts and shipments of barley at the various markets during September compared with September, 1922, were as follows:

	Receipts—		Shipments—	
	1923	1922	1923	1922
Baltimore	6,280	134,757	118,334	381,000
Chicago	979,000	1,260,000	370,000	892,800
Cincinnati	1,300	9,100	96,200	35,100
Duluth	1,563,259	1,200,040	889,540	356,857
Kansas City	441,000	889,540	1,721,430	1,283,340
Milwaukee	1,191,320	1,503,110	1,534,525	567,027
Minneapolis	2,417,480	331,369	390,000	28,800
Montreal	1,439,524	.....	104,000	7,000
New York	461,900	52,800	72,250	9,030
New Orleans	171,200	5,250	.....	.....
Omaha	15,750	70,400	.....	.....
St. Joseph	185,600	2,400	.....	.....
St. Louis	4,800	.....	.....	.....
Toledo	3,559,175	1,200	94,800	1,200
Winnipeg	94,800	74,200	113,400	67,200
Wichita	139,200	1,171,568	830,602	829,502
Peoria	1,419,038	3,452	.....	.....
Superior	3,452	2,483,369	1,860,989	1,513,437
Philadelphia	.....	.....	.....	.....
Ft. William	2,787,077	.....	.....	.....

### Death of Frank E. Hipple.

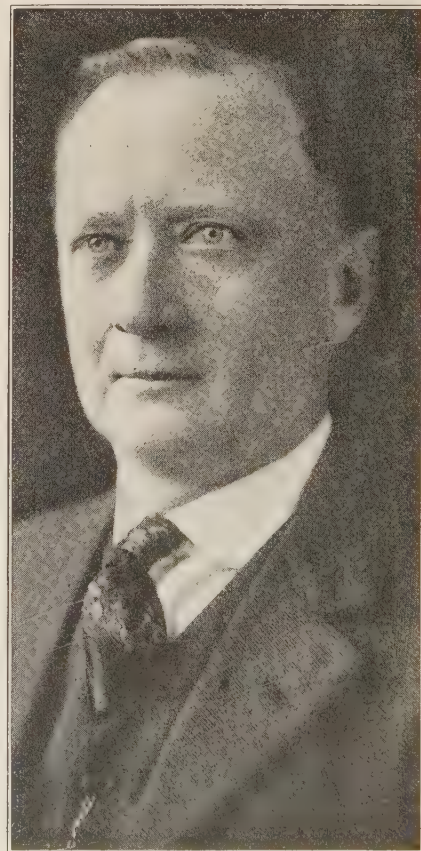
In the death of Frank E. Hipple, which occurred at Hutchinson Sept. 26, Kansas lost one of her oldest and most widely known grain dealers.

Mr. Hipple first entered the grain business at Hutchinson in 1890, with the Kansas Grain Co., but he had experience in the trade at other points. Some years later he formed a partnership and conducted a business for a time, soon quitting the enterprise to reenter the employ of the Kansas Grain Co., for another extended period of service.

In 1907 he organized the Liberal Elevator Co., with headquarters at Hutchinson. This company operated a line of country elevators, and in 1913 the Hutchinson Terminal Elevator Co. was formed to build and operate a terminal house in that market. Mr. Hipple was president of both companies up to the time of his death, and was active in their management.

The deceased was one of the leading spirits in the organization of the Hutchinson Board of Trade. In 1911 he was treasurer of the body, and in 1916 its president. In addition, he served several terms on various committees and the board of directors.

Mr. and Mrs. Hipple made a trip to Europe in the summer of 1922, spending about 4 months in England and on the Continent. Following his return, Mr. Hipple's health began to fail rather rapidly, a chronic ailment being aggravated by a fall from which he never completely recovered. He was 62 years of age at the time of his death, and Hutchinson dealers feel that they have lost not only a very good friend but an ardent worker for improved methods in the handling of grain. He knew wheat as only a few men ever learn to know it, and his judgment on matters connected with that cereal was accepted as an authority. He is survived by three sons, Fred W. at Kansas City, Mo., and G. C. and I. D. Hipple, at Hutchinson, all engaged in the grain business.



F. E. Hipple, Hutchinson, Kan., Deceased.

### Wheat Movement in September.

Receipts and shipments of wheat at the various markets during September, compared with September, 1922, were as follows:

	Receipts—		Shipments—	
	1923	1922	1923	1922
Baltimore	819,249	2,572,813	595,192	2,740,071
Chicago	6,201,000	4,743,000	6,796,000	5,078,000
Cincinnati	415,200	361,200	345,600	246,000
Duluth	8,818,782	15,837,642	5,759,698	9,676,478
Ft. William	28,317,683	36,985,954	19,356,810	29,500,876
Galveston	.....	100,000	1,902,600	.....
Indianapolis	503,000	371,000	392,000	147,000
Kansas City	5,941,350	8,365,950	3,260,250	5,325,750
Milwaukee	387,700	495,600	162,533	292,981
Minneapolis	16,352,850	19,693,950	5,713,950	6,789,690
Montreal	10,700,457	10,257,803	7,984,623	10,651,554
New York	3,500,300	.....	1,360,000	.....
New Orleans	.....	649,004	4,396,130	.....
Omaha	2,076,600	3,239,600	1,209,600	2,214,800
Peoria	195,150	39,975	142,800	479,300
Philadelphia	875,298	3,325,924	1,184,604	2,440,409
St. Joseph	.....	271,800	549,500	.....
St. Louis	819,000	1,436,400	357,000	659,400
Toledo	3,028,086	3,460,884	2,962,030	2,539,380
Wichita	639,400	785,260	167,330	114,145
Winnipeg	1,202,400	1,940,400	400,800	630,800
Superior	44,868,120	.....	.....	.....
Philadelphia	4,815,419	9,034,139	2,556,440	5,105,522



# Impracticability of Public Warehouse Laws

[From an Address by Geo. A. Wells Before the Grain Dealers' National Ass'n at Des Moines.]

It has been assumed by leaders of farm organizations, other agricultural authorities and politicians, that if the middleman and speculator could be eliminated and the farmer given an opportunity to store his grain and not be obliged to market it under unfavorable conditions "orderly marketing" might be accomplished to the advantage of the farmer.

One of the ideas that developed in this connection is the establishment by law of a public warehouse system whereby the farmers may store their grain in public warehouses and obtain a negotiable warehouse certificate that may be used as collateral security, if desired, and also with the idea that such collateral would command the lowest rate of interest on money borrowed by the farmer.

Bonded warehouses were first established in England in 1803 when by an act of that year imported goods were to be placed in warehouses approved by the custom authorities and importers were to give bonds for payment of duties when the goods were removed. It was from this that the warehouses received the name of "bonded" or "bonding."

A public warehouse act was passed by the Congress in 1916 and amended in 1919 providing for the establishment of public warehouses with specific regulations for the storage of cotton, tobacco and grain. Several of the states have also enacted similar laws relating to public warehouses.

Bonded or public warehouses and the regulations under which they are established and operated provide not only for the storage facilities and convenient service in connection with transportation and commercial distribution, but also for the issuance of instruments of negotiable collateral in the form of "warehouse certificates" thus facilitating the financial requirements of commercial distribution.

Without discussing the smaller details of the regulations and requirements it may be sufficient to say that the public warehouseman is required to take out a license, give bonds and submit to investigation and police supervision by the federal or state department in charge.

Public warehousing of commodities contained in packages, bags or other containers does not involve the necessity or the problems of grading and weighing as in the public storage of bulk grains. Warehouses of inexpensive construction may be used for the storage of such commodities, giving a low cost of storage. Public warehousing under the federal act has been confined largely to the cotton and tobacco in the South and wheat that is contained in bags in the Northwest Pacific states and the facilities and service thus provided have no doubt been of great benefit to the cotton and tobacco planters of the South and the wheat farmers of the Pacific Northwest.

Public warehousing provides a safe and convenient opportunity for speculative investment in the commodities thus placed in store because of the safeguards established under the act as to the integrity of the warehouseman and by police regulations. Public warehousing thus affords the producer of such commodities an opportunity to obtain loans on his products thus stored on the most favorable basis, or if desired he may shift the burden and risk of ownership to the professional speculator.

It may be said that public warehouses provide a useful and economic facility in connection with transportation and commercial distribution where the commodities stored may be held in identical bags or containers and the problems of weighing, grading and commingling as in bulk grain are not involved and it may be noted by reference to the Service and Regulatory Announcements No. 71 of the Bureau of Agricultural Economics which gives a complete list of warehousemen licensed under the federal act that very few licenses have been issued to bulk grain warehousemen in the surplus grain producing states and that as stated the licenses issued to grain warehousemen are very largely to warehousemen in the Northwest Pacific coast territory where wheat is stored and shipped in bags.

The state warehouse laws are similar to the federal act in their provisions with reference to licenses, bonds and police supervision except that the federal act provides for a more thorough and drastic supervision than the state laws.

As is well known, public grain elevators are maintained in the various terminal markets of this country but are under the supervision of state and board of trade authorities, a bonded custodian being held responsible for the grain held in store as represented by the outstanding public warehouse certificates covering same. There is a positive and important relation existing between the terminal market grain ele-

vators thus referred to and the present system of trading in contracts for "future delivery" as maintained by the grain exchanges of this country and which unquestionably provides a wonderful facility in the commercial distribution of grain. The problems of weighing and grading are practically disposed of by the public supervised weighing and inspection departments at terminal markets.

The Federal Warehouse Act is a permissive law and is not compulsory. No one storing or handling grain is required under any conditions to become licensed. It is the purpose of the Act to provide a national system of public warehouses wherein staple agricultural products may be safely stored and such storage easily financed during the natural marketing period, as stated by H. K. Holman of the Department of Agriculture, in his recent address before the Indiana Millers' Ass'n. I think, as stated by Mr. Reynolds, there has been a vicious influence in the enactment of that law.

Mr. Holman also states that:

"The Act does not contemplate the up-building of a separate lot of warehouses and elevators to take the place of those which already exist, but rather to make use of suitable existing facilities through the co-operation with the owners thereof without any change in management."

This statement by Mr. Holman gives the idea that country elevators should become public warehouses and this idea is particularly implied under the public warehouse laws of the various surplus grain producing states and it is in this connection that I desire to point out the impracticability of the public warehouse laws.

The Minnesota Statute relating to the government of public local grain warehouses provides as follows:

"All elevators, flour, cereal and feed mills, malhousers and warehouses in which grain is received, stored or handled, situated on the right of way of any railroad company or adjacent thereto, to be used in connection with a line or railway at any station or siding other than Minneapolis, St. Paul and Duluth, shall be public warehouses known as public local grain warehouses and shall be under the supervision and subject to the inspection of the Commission."

As I understand its general provisions the Minnesota Statute provides that no country elevator operator in the state of Minnesota is allowed to receive grain from the farmer on storage unless he becomes a public warehouseman and he is required to charge the rate of storage as fixed by the Statute, which reads as follows:

"The maximum charges for receiving, insuring, handling and storing 15 days or part thereof shall be one-half cent per bushel. Storage after the first fifteen days shall be one-thirtieth of a cent per bushel per day for the balance of the storage period."

The Minnesota Statute also provides that:

"Upon the return of the receipt and payment or tender of a delivery charge of 3c for wheat and rye and 2c for all other grain all other stated lawful charges accrued up to the time of said return of this receipt, the above amount, kind and grade of grain will be delivered within the time prescribed by law to the person above named or his order, either from this warehouse, or if the owner so desires, in quantities not less than a carload in a public bonded warehouse at any terminal point upon the same line of railway within this state where State or Federal Inspection and weighing is in force."

It is my understanding that the original theory of this law was that even though country elevators may not have sufficient capacity to store all grain offered for public storage that the warehouseman may forward such stored grain to the terminal markets of St. Paul, Minnesota or Duluth for storage and accept such storage certificates and hold same as against the storage certificates issued by him to the farmer. That may have been practical in territory where grain is practically tributary to a few markets, but not in Iowa, where no one can determine in advance which terminal market is to receive the grain.

The grain produced in the State of Minnesota is largely tributary to the terminal markets of Minneapolis, St. Paul and Duluth and the idea of forwarding the grain stored in country elevators to the terminal markets mentioned above is not practicable for the reason that grain at southern Minnesota points might find a more favorable market elsewhere.

The country elevator operator is not arbitrarily required to take out a license and if he does not do so he cannot accept grain for storage. On the other hand, if he does become a public warehouseman the rate of storage is fixed

by the statute so that there is no competition in this connection and if the country elevator does have sufficient capacity for storage, he is able to earn a very favorable storage charge. I understand that there are very few cases in which the farmers of the State of Minnesota avail themselves of the storage facilities at terminal markets as provided by the statute and I am advised by one grain dealer in Minnesota in which he states as follows:

"Here in Southwestern Minnesota I have been connected with the grain business for a great many years and have never known of a case where grain was stored and a demand made for it at the terminal."

The situation as to the Minnesota public warehouse law would seem to be in its relation to the country grain dealer that it does not operate to his disadvantage, if he becomes a public warehouseman for the reason that the farmers do not store grain with the intention of demanding delivery at the terminal market and that the arbitrary requirement of the statute fixing the rate of storage results profitably to the country grain dealer.

South Dakota has recently enacted a law that arbitrarily requires all country elevator operators to become public warehousemen. The grain dealers of South Dakota have opposed the law by a petition for referendum and this will be voted on a year from this fall. This law is certainly unreasonable in as much as the average storage capacity of the country elevators is possibly 25,000 bushels per elevator, and that a large part of which space is required for receiving and shipping and that there is no surplus space in elevators of such capacity for storage. It is possible this law was promoted by the grain growers' organization for the purpose of providing a means whereby the grain growers' ass'n could command the use of such country elevator facilities for the movement of the crops of the ass'n to terminal markets without the necessity of investment in country elevator properties and thus practically confiscate the country elevator properties of South Dakota.

The General Assembly of the State of Iowa enacted a public warehouse law that became effective in April, 1921. It is not compulsory. Otherwise the provisions of the law are similar to other public warehouse laws with reference to licenses, bonds and police supervision. There was much interest manifested in the enactment of the Iowa statute by farm organizations and the State Bankers' Ass'n. I am, however, advised by the Sec'y of the Iowa Board of Railroad Commissioners under date of Sept. 17th, 1923, that up to that time there have been no licenses issued under the Iowa statute providing for bonded warehouses and this law has now been in effect during the period April, 1921, to September, 1923.

Laws Are Inoperative.—The question naturally arises as to why these state public warehouse laws are not in operation and it would seem that in the first place the human element will not and does not function to the full extent of the provisions of the law; that the limited storage capacity of country elevators makes it impossible to accept grain for storage as provided by the law and that the average farmer is not interested in the idea of speculating to the extent of holding his grain for a short or longer period under supervised warehouse certificate at either country or terminal markets.

One of the fundamental purposes of the public warehouse laws is to facilitate financial credit as well as storage, and it may not be out of place to visualize what would probably be the practical situation in that connection. It is not the independent and well financed farmer who is clamoring for government loans and public warehouse privileges, but rather the farmer who does not have as much credit as he may desire. As a rule such farmers have already pledged to a greater or less extent their grain crops to the local merchant or banker who would be vitally interested as to any action on the part of the farmer in storing grain in public warehouses and possibly disposing of such collateral, otherwise than in the payment of indebtedness which has been obtained by the promise that when the grain is sold the money would apply in the payment of such indebtedness.

Furthermore, the farmer who is reliable and has a good record of personal integrity and character can usually obtain greater financial accommodations and consideration by his local banker than from any government financial organizations with which he has no personal contact.

Impossible to Establish Supervision at Country Points.—Public warehousing in a general way is an important branch of commercial activity in providing temporary storage to facilitate transportation and distribution when operated under public supervision as to weights and grades. It is in my opinion practically impossible to establish public supervision of inspection at country elevators or on the farms and to adequately police such stored grains to an extent sufficient to guarantee the integrity of outstanding certificates to the satisfaction of the bankers. I am in sympathy with the purposes and efforts along these lines, but I do not believe that public warehousing of bulk grain at country stations and on the farms can be operated completely or successfully.





# The 27th Annual Meeting of Grain Dealers National Ass'n

The grand ball room of the Hotel Fort Des Moines, Des Moines, Iowa, was well filled when Pres. F. E. Watkins, of Cleveland, O., called the 27th annual meeting of the Grain Dealers National Ass'n to order at 10:10 a. m., Monday, Oct. 1.

After congregational singing to open the session led by J. R. Murrel, Jr., of Cedar Rapids, Ia., divine guidance was invoked by the Rev. R. W. Thompson, pastor of the First United Presbyterian Church.

The visitors were welcomed on behalf of the city by the Acting Mayor, Mrs. C. H. Morris, who assured them that "Nothing will be left undone to give you a good time and show you our best."

L. W. Ainsworth, sec'y of the Des Moines Board of Trade, delivered the address of welcome on behalf of the grain men, and said in part:

## Keep the Grain Factory Running.

It gives me much pleasure to welcome you to Des Moines and to Iowa.

Des Moines has entertained some 300,000 convention visitors during the past year, but I do not think we have ever entertained a group of men to whom we have a more kindly feeling than the grain dealers.

Iowa is peculiarly close to the organized grain trade. It has been due to the enterprise of you men that every town and hamlet in the state is equipped with a modern elevator. It is also to you that today every farmstead in Iowa has the daily markets either by wireless, telephone or newspaper.

We are glad that you are here in Iowa, the center of the surplus corn and oats country and sincerely hope that you will enjoy your visit with us, and that your meeting here will be a profitable one.

In this brief address to you I would consider myself remiss in my duty as a citizen of Iowa if I did not speak of the farmer and ask you as the sales representatives of the farmer to try to arrive at a better understanding of the farmer and the difficulties through which he is passing.

The freight rates on grain are a scandal. Iowa is the biggest surplus state on corn and oats. It costs the Iowa farmer 22½¢ per bushel on corn, and 13¢ per bushel on oats to get his surplus to the seaboard. This rate is all out of proportion with other necessities. In 1921 when oats were selling in Iowa for 18¢ and corn 30¢, the freight rate was the same as it is now. Such a rate is on a par with charging \$3 per pair freight on every \$3 pair of shoes shipped from New York to Des Moines. The grain rates are manifestly unfair, and the matter should have your earnest consideration.

Sectional quarrels among grain centers: The source of inequality may be traced to the work of overzealous traffic managers. For instance: For years Des Moines market has been out of line on Texas points. Several of our neighboring markets can come into Des Moines, buy corn and oats in our territory and ship in transit to Texas for 7¢ to 10¢ a hundred less than we can. The distance from Des Moines to Fort Worth is only eight miles further than the distance from St. Louis to Ft. Worth, yet our rate is 10½¢ a hundred more than St. Louis. The same is true of other nearby markets.

This month we are asking the Interstate Commerce Commission to equalize these rates. It is right that they should be equalized.

Des Moines is the center of the country where the corn and oats are produced, and should in fairness have the same chance to market these items as her sister markets enjoy. Yet I find that at least four of these favored centers have asked the I. C. C. for the privilege of interlining. They want to show why they should have a low rate to Texas, and plead that Des Moines remain in the discriminated class. In other words, for selfish reasons the grain trade sometimes plays directly into the hands of the railroads and furnish the best arguments before the I. C. C. why grain rates should remain high.

The cost of producing corn based on 28,000 questionnaires was 68¢ per bushel. The average sale price was 73¢ per bushel, leaving a margin of .07¢ per bushel, or \$2.43 per acre.

The cost of producing oats was 53¢ per bushel. The average sale price 48¢ per bushel, or \$1.65 per acre. A net loss of 5¢ per bushel.

The wheat loss was 12¢ per bushel. But we will not go into that. You can readily see what must happen if this condition is permitted to go on. Your factory will go broke.

The very source of your business is being destroyed. If you were selling stoves, or automobiles, and you knew your firm was producing them at a loss you would be looking for a new job. That is what is happening to the grain business. Your factory is operating at a loss. Get behind your factory. Help the farmer fight this subtle force that seeks to destroy him. Men in high places know of these conditions, see to it that such men no longer hold office of trust, either private or public.

Government agencies report that two million people left the farm in 1922 and it is estimated that three million will leave in 1923. The farmers need your help, you are organized and in touch with the commercial pulse of the nation. In helping the farmer you are helping your own business. You must keep your factory operating.

E. W. Crouch, of McGregor, Tex., responded ably on behalf of the Grain Dealers National Ass'n, as follows:

## E. W. Crouch Responds.

It is indeed a pleasure to respond to the words of Mrs. Morris and Mr. Ainsworth, who have so graciously welcomed us to this city. I am sure that the problem of the farmers as laid before you by Mr. Ainsworth are conditions that the members of the Grain Dealers National Ass'n will always do their utmost to alleviate.

Certainly no one could imagine a more appropriate place for a national assembly of grain men than in the Capitol City of the State of Iowa. From a geographical standpoint you are centrally located, your transportation facilities are exceptional, your business and manufacturing interests are varied, and to your insurance interests we all pay tribute (Laughter). The low percentage of illiteracy in the State of Iowa as compared with that in most of the other states speaks for itself the value which you place upon an educated citizenship. The annual vacillations of the Iowa corn and oat crop prospects are as potent in the fluctuation of the chalk marks as are the varying atmospheric conditions upon the weather barometer. In fact, since you have for twenty-two years held the distinction for record attendance at a National Grain Dealers Convention, I do not think it would be improper to ask why Des Moines should not be designated as the annual convention headquarters of the Grain Dealers National Ass'n.

Without admitting the truthfulness of the oft-made statement that only old age becomes reminiscent, I shall without apologies refer to some past history. In the early fall of 1901 I committed matrimony and entered the grain business. Within a few weeks thereafter I was offered by the Santa Fe Railroad Company what as best I now remember was called a commercial railroad pass to Des Moines, Iowa, to attend the Fifth Annual Convention of the Grain Dealers National Ass'n. When in future years grain trade history is being written, it is quite possible the historian may be cruel enough to say that the knowledge in 1901 that the commercial railroad pass would soon be a matter of past history may have had something to do with the record attendance at the 1901 Convention (Laughter).

I find some very interesting comparisons and parallels between conditions existing prior to the 1901 convention, and conditions existing prior to the 1923 convention. One sad parallel is the fact that at our 1901 convention we mourned the recent loss of our kindly President McKinley; today we mourn the loss of our beloved President Harding.

Just prior to our 1901 convention Captain Frederick A. Funston had captured Emilio Aguinaldo, the leader of the Philippine insurrection. Today Frederick A. Funston, Jr., and Emilio Aguinaldo, Jr., are friendly plebes in West Point. When we held our 1901 convention the roar of Dewey's guns at Manila had scarcely ceased their reverberations, and the waters of Santiago Bay, troubled by the singing of the Merrimac, had scarcely become placid. "My Sweetheart Went Down with the Maine," and "There'll Be a Hot Time in the Old Town Tonight" were just beginning to wane in popularity. As a result of this struggle the United States, for the first time in history, developed a proper spirit of unity and national consciousness, and had won a place of esteem among the nations of the world, and was recognized as a world power of first importance. Today we

have emerged from the most terrible and far reaching conflict of history, and the Nation today is given universal recognition as a friend of mankind wherever it may be, as the unselfish defender of human rights, and as the steadfast guardian of liberty and democracy.

In 1901 William Jennings Bryan was in the fifth year of his thirty-two race for president; in 1923 he has only five years more to run (Laughter). The period just prior to our 1901 convention was marked by labor, rural and industrial unrest, such unrest being accentuated by the tenets of the Populist Party, if such doctrines deserve the dignity of being called tenets. Such whirlwind campaigners as Cyclone Davis, as he was called, Sam Ashby, Sockless Jerry Simpson and Jumping Jim Weaver were preaching a new era of progressivism and sounding a warning to those who dared stand for what these agitators called "the obsolete, antique, fossilized Constitution of the United States." They demanded high wheat to the farmer, cheap flour to the consumer; high cattle to the raiser, cheap beefsteak to the buyer; higher wages and lower costs of living; oceans of money at a low interest rate, the panacea for all of these ills lying in the free coinage of silver.

As a counterpart to such outrageous and un-economic panaceas as were being offered prior to the 1901 convention, to make sure that the parallel might be complete, the State of Iowa has faithfully and capably done her part by sending Brookhart to the Senate (applause and laughter). Wisconsin began early to stage her part by sending La Follette to Washington. In order that there might be no link of the chain left out, your neighboring State, Minnesota, has affronted the dignity of the Senate by electing that burlesque politician, Magnus Johnson, as a colleague to Shipstead; while Texas has contributed to the memory of that long-whiskered Populist tribe through Senator Shepherd's Maternity Bill (Laughter).

In 1901 the cry of the political demagogue "Raise less corn and more Hell"; in 1923 the cry is "To Hell with the board of trade, the middleman, the railroads and the federal reserve banks."

The preaching of such doctrines by American citizens would terrify us did we not believe that such outbursts but represent a crisis which soon will have passed, and did we not know that the sound thinking men of America always come to the rescue when necessity demands.

It has always been the policy of our Ass'n to preach the doctrine of "Back to the Constitution," believing as we do that the Almighty Creator of the Universe sat invisible with that body of men who gave us our Constitution, the most concise yet the most complete embodiment of the fundamentals of liberty ever given to any people (Applause).

Mrs. Morris and Mr. Ainsworth, we as members of the Grain Dealers National Ass'n come to your city today preaching the doctrines of that Constitution, standing for a free American people, not hedged about by unscrupulous, meddlesome government officials. We are opposed to class legislation and believe in individual initiative. We believe that every man has a right to the fruits of his own industry, effort and foresight, but not to that of the other fellow. We do not believe that the Federal Government has the right to collect a tax from one class of people and put that tax into the pockets of another class on account of their lack of resourcefulness, thrift and industry. We believe that unjustified credits are destructive to individual initiative, and we believe that the indiscriminate distribution of federal taxes as a subsidy or bounty to any class of people because it happens to suffer reverses is destructive of the incentive of thrift and industry, and is un-American. It is in the belief, ladies and gentlemen, that you concur with us in these doctrines that we shall now enter into our deliberations among a people whose welcome to us we know to be genuine (Applause).

Pres. Watkins: I see we made no mistake in selecting Mr. Crouch to make this response for us. I will ask the First Vice President to take the Chair.

Vice Pres. F. G. Horner, of Lawrenceville, Ill., took the Chair.

Chairman Horner: We will next hear the annual report of our Pres., Mr. Watkins.

## President's Address.

We are assembled for the third time in annual convention in this hospitable city—the me-



tropolis and capital of one of the premier grain producing states of the Union. In 1901, when we last met in Des Moines, a record for attendance, which has not since been surpassed, was established. If this particular record is not to be broken by this convention, we are confident that out of our deliberations here those decisions may issue and those policies may be formulated which will stamp this assembly also as a great convention and make it memorable throughout the coming years for the value of its contribution to the welfare and advancement of the grain trade.

This Ass'n is now twenty-seven years old, and twenty-seven years is a fairly long span in the life of an individual, or an organization. The loyal, intelligent, constructive labors of the men who have been leaders of the Ass'n in past years are still bearing fruit. We are most fortunate in having several of these stalwarts still with us, and in charge of important phases of our work.

Actuated by the highest motives, this organization from the very beginning set itself earnestly to the task of eliminating the irregularities and abuses within the trade, and this purpose had been so largely achieved during the earlier years of its existence that there were few weak points for successful attack, and the ravings of the radicals, the political demagogues, the self appointed self-seeking leaders and fomenters of agrarian discontent have so far failed signally.

Foreign conditions show little, if any, improvement over those in effect a year ago. Any doubt as to whether the world is yet "safe for democracy" is dispelled by contemplation of the present situation in Europe and elsewhere around the globe.

The prosperity of America is still closely tied up to that of Europe, and in spite of our attitude of isolation and aloofness, it is not now possible for this country to live unto itself and within itself. The interdependence of the nations of the earth has been too thoroughly demonstrated within the past decade as to remove that question from the list of debatable subjects. American business is handicapped by the restrictions on the free flow of the products of our farms, factories, forests and mines to European shores. In the final analysis, many of the difficulties which we have faced as grain dealers in the conduct of our business in the past few years is traceable more or less directly to unsettled conditions without rather than within the borders of this country.

**Domestic Conditions.**—There is great and apparently increasing unrest in this country. This fact is too obvious to need any elaboration. There is a continuing disparity between wages paid to certain classes of labor favored by legislation or otherwise in position to take advantage of strained economic conditions and the compensation for their efforts, accruing to the agriculturist, the so-called "white collar" class, and other workers not so favored. This maladjustment must be overcome before any approach to normal conditions of living can be attained. One phase of this disparity, illustrated by "Dollar Wheat," has become such a paramount issue that it is likely to be the well spring of further "relief" legislation in the next Congress, and thus lead to additional interference with the delicately balanced machinery for the marketing of farm produce without resulting in any good, either temporary or permanent, to the one crop (wheat) farmer. This question contains so much of potential harm, and attempted remedial legislation may be fraught with such danger to the interests of the grain trade, that it demands our thoughtful consideration.

We as a people seem to have lost our moorings and to be driven aimlessly about but always away from the known, time-tried and fire-tested by the experiences of the past, into the untried and unknown. The political demagogue and the professional agitator make capital of those disturbed conditions and exploit the distress of the people for their own selfish ends.

**Too Many Laws.**—The usual remedy offered for all of the ills from which we suffer is new laws. One act of class legislation follows another. Attempts are made to legislate value into wheat; to legislate value out of some other commodity; to raise wages to this class of workers; to limit profits in that particular industry, in total disregard of economic law and the constitutional rights of individuals or corporations. Laws! Laws! Laws! until the country is literally waterlogged with them. During the past sixteen years it is recorded that 179,902 new laws have been proposed in Congress. Adding to these, the laws proposed in state legislatures—which last year approximated 60,000, it can be estimated that over one million (1,000,000) new laws have been introduced into the national and state legislatures within the past sixteen years. These proposals embraced every conceivable, and some inconceivable, theory of economists or politicians for experimental purposes, and designedly, or otherwise, tended to break down and destroy the present structure of industry or society.

Is it any wonder that we are charged with being a nation of law breakers? Are we surprised that the respect for constituted authority is being gradually undermined? We have today no greater domestic problem than the growing disrespect for law and order.

**Taxation.**—With the convening of Congress, the problem of taxation will again come to the

fore. The unexpected increase in revenue both from income taxes and import duties during the past year appears to furnish a sufficient reason for a lightening of the burden of tax under which the business of the country is staggering. The administration at Washington has gone on record as favoring such a reduction. However, judging from the past, there is small hope that the next Congress will make any serious effort to relieve this situation. Is it not more probable that new ways will be found to expend any surplus by the creation of more bureaus or commissions to add to the swarm of such organizations already afflicting American industry, thus adding to the cost of doing business and increasing the cost of living universally.

Approximately 14% of the national income is now absorbed by federal, state and local taxes. The tremendous sum of eight and one-half billions goes yearly into the business of "Government of the people, for the people, by the people." That some of this vast fund is spent in undeniably necessary and justifiable channels goes without question.

**Bureaucracy.**—The startling phase of the situation is the amount which is absorbed by the rapid growth in government employment. This economic burden we have saddled upon ourselves, under the mistaken notion that the government can manage the business of the individual better than the individual himself. We have come a long way from the belief of the "Founding Fathers" that "The best governed country is the least governed," and that "Government exists for the sake of man; not man for the sake of government."

This growth in government has been steadily going on for the past century, with added impetus during the periods of wars in which this country has been engaged. The employees of government have, however, increased about five times as fast as the population, until it would appear that within another century, at the present rate of growth, every citizen, compelled to labor, would have a government job. Absurd? Certainly. But the movement is now a century old and is still unchecked.

In the Declaration of Independence we read "He has erected a multitude of new offices and sent hither swarms of officers to harass our people and eat out their substance." This to King George, the Third, less than one hundred and fifty years ago, and today, we, by our own volition, have become the most thoroughly regulated people on the face of the globe. When will this nation take steps to check the growth of this development in government which is rapidly tending towards the complete socialization of the country?

**Radicalism.**—It is an indisputable fact that radicalism is growing rapidly in this country. The attempts to further amend the Constitution, the tendency of our recent laws toward direct action, and towards allowing the community or state to do for the people what they ought and could do for themselves, becomes more marked as time goes on. We are losing sight of the fact that America's genius lies in the development of individual effort, and that this country has become great, above and beyond all others, through the opportunities afforded its citizens for advancement through their own initiative.

One does not want to be classed as an alarmist, but with the obvious movement toward a pure democracy in contra-distinction to the republican form of government bequeathed to us by our forefathers there is cause for apprehension and a need for determined resistance to this insidious drift away from the cardinal principles of government laid down in our Constitution.

It was President McKinley who said, in effect, "If we want representative government, we can have it, but only if we want it," and President Harding, in a speech but a few months ago, made this significant statement: "No pure democracy ever has endured."

Discounting all the sensationalism of the daily press and monthly periodicals, in their efforts to arouse the citizens of this country to a realization of the situation, the disclosure growing out of the federal raid on the convention of the Communist Party of America at Bridgman, Michigan, in August of last year, gives much serious food for thought. A very definite program formulated and financed in Moscow for the overthrow of this government was brought to light and amazing ramifications of the organization in this country were uncovered.

This body should again go on record for a return to that form of government—The Republic—conceived by our forefathers and should declare unalterable opposition to further attacks on our Constitution.

**Our railroads** are throttled by legislation, such as the Adamson Law, which prevents economical operation, and are badgered and threatened and interfered with by congressional committees—official and unofficial—who are calling for new investigations and more stringent control, and in the case of the most radical—for Government ownership outright.

After a long period of railroad baiting terminating in complete government control during the war, Congress, in 1920, passed the Transportation Act, thereby instituting a new national policy in reference to transportation. Sufficient good has developed under this act to entitle it to further trial. The roads were be-

ginning to reap the benefit of a fair return on their investment, a more efficient, even and adequate supply of cars is in evidence, and so far there has been an absence of strikes. This new policy recognizes the public interest to be paramount, but also emphasizes reciprocal obligations on the part of the public. As confidence is restored, further credit will be available to the roads, making possible added betterments, and bringing about a constantly improving service, to which the shipping public is entitled. This much-to-be desired condition bids fair to be realized unless certain radical elements in Congress have their way and succeed in so amending the act that operation under private ownership will be impossible, and thus the issue of government ownership will be forced.

**The Com'te on telephone and telegraph** was abolished at the last convention, and its activities combined with that of the Transportation Committee. You will be interested in the report of this committee's efforts to secure a reduction in telephone and telegraph tolls.

The Almon Bill to abolish taxes on telephone and telegraphic messages is to be re-introduced in the next Congress, and your active support of this measure to relieve your business, as well as other lines of industry, from this tax is to be expected. This levy on transportation facilities established as a war measure, as was the tax on freight charges, is an inexcusable toll on business in times of peace.

**The Standard Co-operative Bill** passed in many of the surplus grain producing states, and the Rural Credits Act, and the modified Warehouse Act appear to form three links in a chain of evidence that points to the attempt to organize a vast marketing scheme to be financed this time by the United States Government with taxpayers' money. In other words, a gigantic pool is contemplated—a national monopoly in essential food products which are to be held off the market until the prices are satisfactory to the producers.

Driven from one impractical abortive scheme to another by failure to accomplish anything of real worth to the farmer, the self-appointed, self-ordained leaders of the agrarian interests are making a "last ditch" stand under the banner of "Pooling." This is now the "Great Discovery" which will do away with all the economic inequalities from which the producers are suffering. Based on the apparent success in pooling products from concentrated areas and of small volume as compared with grain, it is assumed that a great crop like wheat, of world-wide production, and with a market equally as great, can be so controlled. That this plan, if it is eventually launched, is foredoomed to failure, is self-evident to practical grain dealers.

**Merchant Marine.**—There is an apparently universal demand for a merchant fleet privately owned and operated. The greatest obstruction to the realization of this national aspiration is our maritime laws, which prevent our meeting the fleets of other nations on a competitive basis. The unwisdom of government being engaged in a private industry, and the enormous waste of government operation of the present fleet, combined with the necessity of an adequate American merchant fleet for national defense and for foreign trade makes this a paramount question.

**Trade Rules.**—It is most fitting that the subject of trade rules should be mentioned at this time and in this place, for it was in this city in 1901, that the first suggestion looking toward a working set of rules adapted for universal use of the trade was offered to this association. The grain exchanges, the state ass'ns, this organization—all with established self-imposed rules and compulsory arbitration, fathered and fostered by honorable merchants with high ideals who were in the great majority, have made it difficult for the dishonest, unprincipled dealer to thrive long.

**Commercial Arbitration** has been given a great impetus in recent years, and more and more is being employed as a means to avoid the vexatious delays and excessive costs of the courts. The Chamber of Commerce of the United States is emphasizing this method of adjudicating trade misunderstandings. The State of New York has recently passed a law setting up an elective arbitration system for settlement of civil cases. That compulsory arbitration has been the very keystone of the arch of accomplishments for the benefit of the grain trade by this ass'n, would be freely admitted. This reasonable and equitable method of adjusting disputes and disagreements, which must inevitably occur in some degree in a business of the magnitude of the grain business, commends itself.

During the past year decisions in the courts have again upheld awards of arbitration committees, and have further fortified the right of an ass'n to expel members for failure to arbitrate or refusal to abide by the awards of its arbitration committee. It is a regrettable fact that there have been within our membership those who had neither the honor nor the courage to meet fellow dealers on the field of arbitration, or having lost their cases were unwilling to abide by the decisions rendered. It is gratifying to note that expulsions for these causes have shown a marked decrease during the past year.

**Federal Grain Standards.**—With the promulgation of standards for the grading of rye on



July 1st last, Federal supervision has been extended to cover the grading of most of the important cereals.

Seven years ago, Pres. Metcalf reported eight affiliated state ass'ns, suggesting that the possibility of increase from that source was then about exhausted. Today we have fifteen affiliated ass'ns extending from the Atlantic to the Pacific, and we can again venture to say that future expansion in this direction is restricted, but that the dream of the founders that the Grain Dealers National Ass'n should embrace within its ranks practically all grain dealers, and from every section of this broad land, has been brought more nearly to a realization than ever before.

In conclusion, I desire to express my heartfelt appreciation for the loyal support accorded me during the past year by the membership at large.

I want to add my word to the marks of appreciation shown in past years to Mr. H. L. Goemann for his labors on our transportation problems. He has travelled great distances and spent much time this past year in our behalf as will be apparent to you upon the reading of his report. His is a truly disinterested and whole-hearted service for which we cannot be too grateful.

Our past record speaks for itself. That there is much important work ahead of us, however, must be apparent to each of you. I call upon you to pledge yourselves anew to the loyal and hearty support of this association in its labors in behalf of the grain trade that it may go forward to still more worthy and glorious accomplishments.

Pres. Watkins: Immediately upon convening this afternoon we will announce the special committees of the Convention. At this time we will have the report of our Secretary, Mr. Quinn.

## Secretary's Annual Report.

The effort to bring about uniformity in trade rules was encouraged during the year by the Merchants Exchange of Memphis, Tenn., which on Feb. 23 voted to amend its trade rules to make them conform to the trade rules of the Grain Dealers National Ass'n. Each year sees one or more of the exchanges fall into line.

**Arbitration.**—The following is a detailed statement of the work of the seven arbitration committees and the arbitration appeals committee in the last year:

Number of cases at the beginning of the convention year	48
Number of new cases filed during the year	81
	129
Number of arbitration decisions during the year	43
Cases withdrawn	10
Cases settled direct	16
Cases dismissed	10
Expulsions for refusing to arbitrate or for refusing to pay arbitration awards	4
Cases pending	44
	129
Appeal cases pending at the beginning of the convention year	3
Cases appealed during the year	13
	16
Appeals decided during the year	7
Appeal cases withdrawn	6
Appeal cases pending	3
	16

It is pleasing to note that the number of arbitration disputes continues to decline. There were but 81 cases filed during the last year as compared with 110 for the previous twelve months and 157 cases in 1921 following the rapid fall in grain prices from war levels. It is a source of gratification to be able to present these facts to the convention. The grain trade is again approaching the normal as is shown by the number of expulsions from the Ass'n for refusal to pay arbitration awards or for refusal to arbitrate disputes. The directors were called upon to expel but six members since the last convention, whereas the expulsions in the

previous convention year were 18 and in 1921 they reached the quite alarming number of 23. The six members that were expelled during the last year are:

### Expelled.

The Wright Milling Co., Bluefield, W. Va.  
The Lexington Mill & Elevator Co., Lexington, Neb.  
W. L. Perkins Grain Co., Oklahoma City, Okla.

The Port Huron Grain Co., Port Huron, Mich.  
The Export Grain Co., Sterling, Col.  
The Riegger Grain Co., Minneapolis, Minn.

The decision of the Ohio supreme court places compulsory arbitration on a higher plane than ever. The court held that when the Paddock-Hodge Co. signed the arbitration contract the concern yielded to the arbitration committee the power to determine whether the case should be tried by the technical terms of law or by the equities growing out of the transaction. In other words the decision of the court is to the effect that by submitting its claim to arbitration the Paddock-Hodge Co. surrendered its right to have its case tested by the legal rules, but that instead the company had sought relief in justice and equity according to the interpretation of laymen of the defendant's own selection. Having elected to pursue this course, the court held, the finding of the arbitrators is conclusive upon the Paddock-Hodge Co. in the total absence from the proceedings and the award of partiality, fraud, misconduct or manifest error. Under the terms of the submission the arbitrators had the power to disregard any strict legal right or objection, and adjust the matters in dispute on the enlarged principles of justice and good conscience, for where arbitrators, knowing what the law is, or leaving it entirely out of their consideration, make what they conceive under the circumstances of the case to be an equitable decision, it is no objection to the award that in some particular point it is manifestly against the law.

The decision of the court means in plain, every day language that when a grain dealer loses an arbitration case the one who obtains the award may simply bring suit to collect the judgment of the arbitration committee. He is not required to sue in the regular way and contest the case all over again before a civil court. All he has to do is to show the court that he received a judgment from the arbitration committee, that the judgment was obtained according to the arbitration rules of the Grain Dealers National Association, that the loser in the case had agreed to arbitrate and abide the arbitration award, and that there was no fraud, partiality, misconduct or manifest error in the arbitration decision. That is enough for the court which will promptly order the litigant to pay the award.

After two years of legal fighting the Paddock-Hodge Co. is just where it started and it must pay to the Park & Pollard Co. the full amount of the arbitration award. The Toledo concern went from the common pleas court to the supreme court in the injunction case, losing in all courts. They could not prevent their expulsion from the Association. Then they went back over the same route in the civil case to prevent the collection of the award and they lost in all of the tribunals again, being compelled finally to liquidate the judgment of the arbitration committee.

Your secretary at this point in his report desires to make a number of recommendations to the convention. Time and experience have shown the necessity of some changes in the arbitration rules. The first change is respectfully submitted as follows:

**Proposed Changes in Rules.**—Section 1 of Article V of the arbitration rules reads: "Complaints shall be filed with the secretary of the National within six (6) months of the expiration of the contract on which the dispute occurs."

This rule should be changed to read "one year" instead of "six months" because one-half a year is sometimes too short a time in which to compel a member to file an arbitration case. At the New Orleans convention a year ago the rule was changed to read "six months" but ex-

perience has shown that this may work an injustice in some instances. There are cases where a litigant has not really been able to bring a case within six months because he has been in correspondence with the other party to the dispute and has had every reason to believe that the case would be settled by compromise or otherwise or by the payment of the full amount of the claim. He did not wish to begin arbitration until he had exhausted every other effort. In cases of this kind it is working a hardship on him to refuse to take his case after six months from the expiration of the contract on which the dispute arose. Your secretary has in mind one controversy where one of the litigants, knowing that the case would be "outlawed" after six months, kept up the correspondence and led the other party to the dispute to think that he was going to make a settlement. After the six months period had elapsed he refused to arbitrate and we could not compel him to submit his difference to the Association.

All grain firms keep their business records for a year, or at least they ought to, and the change suggested by your secretary will be fair to all. Until a year ago there was no rule governing the length of time within which a member must begin an arbitration case. This enabled some members to bring up cases that were three or four years old. That was an injustice to defendants who might have destroyed their records and were thus unable to defend themselves. It was proper that a rule limiting the time for the filing of cases should be written but the rule ought to be a reasonable one, and your secretary believes that one year instead of six months will come more nearly applying justice to all litigants.

Your sec'y would also ask the convention to authorize him to change Section 7 of Article VI of the arbitration rules, ninth line, to read "Article 4, Sections 6 and 7," etc., instead of "Article 6, Sections 6 and 7," etc. This appears simply to be a typographical error that has been in the arbitration rules for some years and was not noticed until a dispute arose over the power of the secretary to extend the time for the filing of appeal papers.

This dispute over the filing of appeal papers compelled your secretary to take up the matter with the Board of Directors and secure their authority to permit the filing of such papers after the regular time limit expired. Section 6 of Article VI, of the arbitration rules reads:

"Section 6. The time limit as specified in sections 3, 4, 5 and 7 of this article may, for good and sufficient reasons, be extended by the national secretary."

Sections 3, 4, 5 and 7 referred to in the above relate to the filing of arbitration papers. There is no direct reference made in the rules to the extension of time for the filing of appeal papers. An appellant, having filed his reasons for appealing a case, waited until the ten days allowed for the filing of the answer had elapsed and then he demanded payment of the award on the ground that the appellee had forfeited his right to appeal. The appellee in this particular case had been ill and unable to prepare his answer within the ten-day time limit. Your secretary granted him an extension of time but the appellant demanded a default judgment. The Board of Directors refused, of course, to give it to him. The whole controversy arose over the absence from the arbitration rules of a specific provision giving the national secretary authority to extend the time for the filing of appeal papers. He has this authority in the filing of papers for the arbitration committees and it is simply an oversight that he can not give a litigant an extension in an appeal. It was never the intention of the Ass'n to grant the authority to the secretary in one case and withhold it in the other. Few cases go to either the arbitration committees or the appeals committees on time. They are held up from various causes and the secretary must be permitted to use his judgment in the granting of time. When he is convinced that a litigant is acting in good faith it would be an injustice to refuse

## Officers and Directors in Attendance.



Left to Right: Geo. B. Wood, Buffalo, N. Y.; W. W. Manning, Ft. Worth, Tex.; Pres. F. E. Watkins, Cleveland, O.; John Stark, Kansas City, Mo.; Sec'y Chas. Quinn, Toledo, O.; J. W. Greer, Minneapolis, Minn.; 2d v. pres. E. Hutchinson, Arlington, Ind.; H. A. Rumsey, Chicago, Ill.; E. M. Wayne, Delavan, Ill.; A. S. MacDonald, Boston, Mass.; J. W. McCord, Columbus, O.; 1st v. pres. F. G. Horner, Lawrenceville, Ill.; John S. Green,



to give him an extension. Your secretary would respectfully suggest that Section six, of Article VI, already quoted, be made to read as follows:

"Section 6. The time limits specified for the filing of all arbitration and appeal papers may be extended by the National Secretary for good and sufficient reasons."

While your secretary is discussing the matter of changing the arbitration rules he wishes to bring to the attention of the convention a change that is desired in sub-section 3 of Section I, Article II, of the constitution of the Ass'n. This sub-section now reads as follows:

"3. Country grain shippers who are members of an Ass'n, affiliated with this Ass'n, shall be affiliated members of this Ass'n; but Receivers, Track-buyers, Brokers, and others who are eligible to direct membership in this Ass'n shall not by reason of their membership in an affiliated Ass'n be entitled to the rights and privileges of affiliated membership in this Ass'n."

Your secretary would respectfully suggest that the following sentence be added to this sub-section just quoted:

"Provided, however, that such members are subject to the arbitration rules of this Association."

This change is needed because of a question that arose during the last year over the responsibility of a member of an affiliated Association doing business in a terminal market. A direct member of the National Ass'n asked for arbitration with this affiliated member but the secretary of the affiliated Association took the position that the affiliated member against whom complaint had been made was not amenable to the compulsory arbitration rule. He quoted the section which has been given here to show that while this dealer belonged to his organization no direct member could compel him to arbitrate for the reason that he "was not entitled to the rights and privileges of membership in the National Ass'n." The affiliated member was a receiver and, therefore, "eligible to direct membership in the National." He had, however, chosen to join the affiliated Ass'n instead of the National.

The position taken by the secretary of the affiliated Ass'n is untenable, your secretary believes. There is no doubt that it is the intention of both the National and all affiliated bodies to have direct, universal compulsory arbitration. The secretary of the affiliated Ass'n, it is plain, makes a distinction between his country shippers, and those terminal market dealers who belong to his Ass'n, but not to the National. He enjoins compulsory arbitration upon the one but not upon the other, because the above quoted rule states that all receivers, track-buyers and brokers who join his Ass'n are not entitled to the rights and privileges of affiliated membership in the National Ass'n.

There is no doubt that the "rights and privileges" mentioned in the sub-section meant the right to vote the same as direct members, the right to have their names printed in the standing list of members and not the right to escape from arbitration.

Your sec'y believes that no association affiliated with the National has the right to exclude any one of its members from compulsory arbitration. Every affiliated member should be on the same plane of responsibility with reference to this, and hence the necessity of making it so plain that hereafter there will be no question about arbitration with any terminal market dealer who joins an affiliated association and neglects to take out a membership in the National.

**Winners of Booster Prizes.**—Pres. Watkins will at this afternoon's session present the booster prizes to the four members of the Ass'n who secured the largest number of new members. These four prize winners are Leo Potishman, of the Transit Grain & Commission Co., of Fort Worth, Tex., who secured 16 new members; A. E. Bush, of Milwaukee, Wis., who landed 14; the Federal Mill & Elevator Co., of Mansfield, Ohio, which concern induced 12 to join, and J. B. Stouten, of the Lewis Grain Corporation, Buffalo, N. Y., who also brought 12 into the fold.

Your sec'y is glad to be able to inform the convention that we have affiliated two ass'ns since the New Orleans convention a year ago. One of these is the Panhandle Grain Dealers Ass'n, with headquarters at Amarillo, Tex., and the other is the New York State Hay & Grain Dealers Ass'n, at Weedsport, N. Y.

There are now 15 Ass'ns affiliated with the National. They are as follows: Ohio Grain Dealers Ass'n, Indiana Grain Dealers Ass'n, Illinois Grain Dealers Ass'n, Western Grain Dealers Ass'n, Missouri Grain Dealers Ass'n, Kansas Grain Dealers Ass'n, Oklahoma Grain Dealers Ass'n, Texas Grain Dealers Ass'n, Michigan Hay and Grain Ass'n, Northwestern Grain Dealers Ass'n (headquarters Great Falls, Montana), Pacific Northwest Grain Dealers Ass'n (headquarters Portland, Ore.), Mutual Millers and Feed Dealers Ass'n of New York State, Eastern Federation of Feed Merchants, Panhandle Grain Dealers Ass'n, New York State Hay and Grain Dealers.

#### Financial Statement.

Your sec'y is pleased to report that the financial statement of the Association for the year

reveals a surplus of \$13,694.78. This is an increase of \$2,863.55 over the surplus shown in the report for 1922, when the amount totaled \$10,831.23.

In addition to the surplus of \$13,694.78 there is also remaining in the treasury of the Ass'n, but in a separate account, a balance of \$2,716.46 left over from the money collected to liquidate the affairs of the Mansfield committee. This balance added to the surplus makes a total of \$16,411.24.

Each year the books of the Association are audited by chartered accountants and their reports are presented to the auditing committees at the convention. The financial statement follows:

**From Oct. 5, 1922, to Sept. 30, 1923, Inclusive.**

Cash on hand last report ..... \$ 5,831.23  
United States liberty bonds ..... 5,000.00

\$10,831.23

#### Receipts.

Direct dues ..... \$22,698.00  
Direct membership ..... 2,866.50  
Associate dues ..... 721.50  
Associate memberships ..... 136.50  
Regular subscriptions to Who Is Who ..... 716.00  
Affiliated subscriptions ..... 974.50  
Who Is Who Advertising ..... 16,137.70  
Sundries ..... 4.58  
Arbitration deposit fees ..... 3,540.00  
Affiliated dues ..... 974.50  
Investments ..... 212.50  
Subscriptions to arbitration decision book ..... 45.00

Total receipts ..... \$49,027.28

Grand total ..... \$59,858.51

#### Expenditures.

Salaries ..... \$14,084.92  
Office supplies ..... 1,169.59  
Express and telegrams ..... 222.42  
General printing ..... 343.45  
Who Is Who ..... 15,401.62  
Office Rent ..... 948.00  
Telephone rent and tolls ..... 204.50  
Refund arbitration fees ..... 2,345.00  
Legislative expense ..... 1,831.04  
Officers' traveling expense ..... 1,071.02  
Secretary's traveling expense ..... 660.86  
Postage ..... 1,386.00  
Sundries ..... 348.69  
Convention expense ..... 2,692.07  
Arbitration expense ..... 1,990.06  
Transportation expense ..... 1,464.49

Total expenditures ..... \$46,163.73

#### In bank:

Commercial account ..... \$ 8,417.78  
United States liberty bonds ..... 5,000.00  
Petty cash account ..... 327.00

\$13,744.78

Outstanding checks ..... 50.00

\$13,694.78

\$59,858.51

**Membership.**—The following is a statement of the membership of the Ass'n—direct, associate and affiliated.

#### Direct and Associate.

Number of direct and associate members reported at the last convention, 1,583  
Direct and associate members secured since the last convention ..... 158

Total ..... 1,741

Direct and associate members lost during the year ..... 367

Direct and associate members on Oct. 1, 1923 ..... 1,374

Direct and associate members in good standing on Oct. 1, 1923 ..... 1,291

Number of delinquents ..... 83

Total ..... 1,374

Net decrease in direct and associate members during the year, 209.

#### Direct Members.

Direct members reported at the last convention ..... 1,533  
Direct members secured since last convention ..... 153

Total ..... 1,686

Direct members lost during the year ..... 356

Direct members on Oct. 1, 1923 ..... 1,330

The losses of direct members were from the following causes:

Resignations ..... 187

Dropped for non-payment of dues 98

Gone out of business ..... 64

Expelled ..... 6

Dropped for violation of Section 5 of the Grain Standards Act.... 1

Total ..... 356

Direct members in good standing on Oct. 1, 1923 ..... 1,249

Number of delinquents ..... 81

Total ..... 1,330

Net decrease in direct members during the year, 203.

#### Associate Members.

Associate members reported at the last convention ..... 50  
Associate members secured since the last convention ..... 5

Total ..... 55

Associate members lost during the year ..... 11

Associate members on Oct. 1, 1923..... 44

Associate members in good standing on Oct. 1, 1923 ..... 42

Number of delinquents ..... 2

Total ..... 44

Net decrease in associate members during the year, 6.

#### Affiliated Members.

Affiliated members reported at the last convention ..... 2,562

Affiliated members on Oct. 1, 1923..... 2,659

Increase ..... 97

Total number of direct, associate and affiliated members reported at last convention ..... 4,145

Total number of direct, associate and affiliated members on Oct. 1, 1923..... 4,033

Decrease ..... 112

There was a decrease in the membership during the last year as will be seen by the report.

The decrease, however, is not as great as it was in 1922 when there was a net loss of 354 direct and associate members. Last year's loss was 209.

The Ass'n also secured 158 new members in the last twelve months as compared with 143 in 1922.

It is not necessary for your sec'y to dilate upon the decrease in membership. It would be impossible to be in the grain trade during the last two years and not understand the situation. The Ass'n in 1920 had more than 2,000 direct members. This was four times as many as in 1914. The war, which brought such general prosperity to the grain trade, increased the membership by leaps and bounds. In 1920 there were brought into the Ass'n 602 new members. Last year the number of new members secured was 158. This shows in a striking manner the difference in business conditions in 1920 and in 1923.

A greater and more sustained effort to get new members was made this year than in 1920 and yet the results were meager in comparison with the former prosperous year.

Your sec'y believes that the worst has been experienced. The process of deflation has gone about as far as it will and from now on the Association ought to hold its own in point of membership until brighter and happier days.

E. M. Wayne, Delavan, Ill.: I move that a com'te be appointed by the Pres. to consider the recommendations in the Sec'y's report. Seconded by E. Hutchinson of Arlington, Ind., and carried.

Adjourned to 2 o'clock p. m.

#### Convention Notes.

Those who joined the T. O. C.'s seemed to enjoy the initiation.

GEO. COLE'S 15'2" stalk of Illinois corn got the goat of the Iowa dealers.

IOWA'S Corn Quartette enlisted many new recruits and kept the lobby ringing with old time melodies after hours.

FEATHERS of various brilliant hues were distributed with the compliments of the Black Hawk Grain Co. Those who refused to play Indian took them home to the little Indians.

SOUVENIRS distributed included magazine pencils with compliments of Milwaukee Chamber of Commerce and balloons by Black Hawk Grain Co.

HOMER F. WHITE, Des Moines Supt. of the Western Union Telegraph Co., furnished some markets and free messenger service and helped to make it pleasant for the visiting dealers.

EX-PRESIDENT E. M. Wayne of Delevan, Ill., entertained President Watkins and five other ex-presidents at luncheon. The guests included B. E. Clement, P. E. Goodrich, E. C. Eikenberry, H. L. Goemann and A. E. Reynolds.

INSURANCE men in attendance included Jay A. King and O. H. Holland of the Western Grain Dealers Fire Ins. Ass'n; C. R. McCotter and Carl E. Brasee of the Grain Dealers National Mutual Fire Ins. Co.; J. T. Caldwell, general agent Millers National Fire Ins. Co., and E. H. Moreland of the Tri-State Mutual Grain Dealers Fire Ins. Co.



# Monday Afternoon Session

Pres. Watkins appointed the following com'ites:

**NOMINATIONS:** E. C. Eikenberry, Camden, O., chairman; E. M. Wayne, Delavan, Ill.; P. P. Donahue, Milwaukee, Wis.; W. W. Manning, Ft. Worth, Tex.; Geo. E. Booth, Chicago, Ill.; Geo. B. Wood, Buffalo, N. Y., and P. E. Goodrich, Winchester, Ind.

**RESOLUTIONS:** F. G. Horner, Lawrenceville, Ill., chairman; Adolph Kempner, Chicago, Ill.; B. E. Clement, Waco, Tex.; John L. Messmore, St. Louis, Mo., and A. S. MacDonald, Boston, Mass.

On recommendations of sec'y: Elmer Hutchinson, Arlington, Ind.; Adolph Gerstenberg, Chicago, Ill., and Jno. S. Green, Louisville, Ky.

**AUDITING:** O. P. Hall, Greenville, O.; C. E. Blewett, Ft. Worth, Tex., and H. C. Gamage, Kansas City, Mo.

Pres. Watkins read the names of the winners of the four booster prizes, already announced in the report of the sec'y.

Eugene S. Wilson of New York, N. Y., delivered an address on "Telephone Rates and Service" which is quoted elsewhere in this number.

A. E. Reynolds, of Crawfordsville, Ind., chairman of the com'ite, presented the report of the Legislative Com'ite, from which the following is taken:

## Legislative Com'ite Report.

There is no way of forecasting with any reasonable degree of accuracy, what the attitude of President Coolidge may be toward the program of radical legislation now threatening the country. His closest friends predict that he will not in any way try to dominate Congress, but to what extent he might use the veto power, remains to be seen. He is known to be a strong advocate of constitutional government. He is therefore, likely to hew close to the line on constitutional matters.

The past year has witnessed remarkable changes in the trend of national legislation. A decided departure from the good old well-tried American idea of holding strictly to political party lines has taken place.

The segregation of our law-making bodies into factions and cliques, under the caption of " blocs," does not in the least conform to the democratic idea of representative government for all the people.

The motto, "One for all and all for one," has

been lost sight of completely. The clique idea of lawmaking does not meet our ideas of representative government. Radicalism in a virulent form is rampant in the National Congress.

Just what this radical clique raid on our Constitution and our well-tried representative form of government may lead to, is only a matter of conjecture. It is my opinion that representative and constitutional government cannot withstand much further encroachment of socialistic, bloc ideas without their functions being seriously impaired. Governmental regulative agencies have about reached the limits in encroachment on personal rights and liberties. There is something in human nature that cannot be suppressed. When the effort to suppress that something reaches its limit, revolution has always followed.

What about this wave of radicalism? Is it a new thing, or has it been tried before? To this generation of voters it is not only new, but alarming in aspect. Judging from the past, however, it is only another of the sporadic outbursts of misguided, self-seeking enthusiasts, who hope to upset existing conditions and establish in their place, new and untried ideas, and by so doing, create for themselves "a place in the sun."

It should not unduly alarm us. The experience and good sense of the American voters will take care of it in time, just as they have taken care of other movements of similar nature.

The Capper-Tincher Bill, known as the Future Trading Act, passed at the last session of Congress, was upheld by the Supreme Court and is now in full force and effect. It has not accomplished any of the good predicted for it by its friends. On the other hand, it has brought about the baneful results forecasted by its enemies. The exchanges are complying with its requirements to the letter. We hear strong rumblings for amendments to the measure during the coming session.

This measure was aimed to regulate the grain exchanges. The exchanges think they were already sufficiently regulated. The result of its operation has effectually driven from the markets, the large speculators who have heretofore helped to sustain the market for grain in times when these markets needed support.

The present system of handling the grain crops of this country, is the result of more than sixty years of development. As our grain crops have increased, new and better facilities have been added. We now have the most perfect and economic system possible to be devised. When volume and values are compared, the grain crops are handled cheaper than any other similar volume of business. This is not an idle statement. The government from time to time has made exhaustive investigations and has reached the conclusion above stated. Notwithstanding these facts, each session of Congress brings forth new enemies to the grain business.

These enemies are not all demagogues. Many of them are honest in their belief that something is radically wrong with our grain handling system. They are uninformed on existing conditions. They have read so much in the newspapers about the middlemen sharks; they have heard so much said about the excessive profits in handling grain; they have heard so many speeches about the Board of Trade octopus; all of which standing uncontradicted leaves reason for them to conclude that something is wrong.

Men clothed with the responsibility of enacting laws are not justified in determining the necessity of such laws merely on rumors. They should know the facts. They should investigate, but they fail to do so. I doubt very seriously if a single member of the House or Senate outside of the com'ites directly in charge, have ever read the reports of investigation made by government officials regarding the grain handling business, altho this investigation extended over the entire country and required two years' time and involved the expenditure of many thousands of dollars. I doubt if any report has ever been made of the Senate investigation of the Grain Dealers National Ass'n in its activities regarding the United States Grain Growers, Inc.

**Excessive Governmental Control.**—We are over-governed. Too much paternalism. Too many laws. Each Senator and Congressman thinks he must get thru a law with his name attached at each session of Congress. Ex-Vice-Pres. Marshall recently said in a public address, "I believe 99% of the laws of the country should be abolished. Government is all in Washington. If a chicken has the pip in the state of Indiana, the farmer would call up Pres. Harding at midnight to find out what to do about it."

**Continual Harping About Low Prices of Wheat.**—The press, the political demagogue and the unsuspecting lawmakers have added materially to the seriousness of the situation by continually harping about low prices of farm products, over-production and lack of foreign demand. A large per cent of what has been said on these subjects is untrue. All farm products have not been unusually low, nor have the markets on all of them been below a profitable producing price. We have not had an over-production in all farm commodities. We have not lacked a good foreign demand. Some of these adverse conditions have existed at all times, but not all of them at any one time.

Some such adverse conditions have always existed and always will. Suppose, however, that these bad conditions have existed and do now exist. Are we to gain by advertising our troubles to the world? Can anyone doubt that the recent stir about the wheat surplus materially aided in pulling down the price of wheat? Can anyone deny that the general howl thru the press by the political demagogues and the governmental agencies, has largely been responsible for the crash in land values? Can it possibly be denied that all of this publicity and useless misrepresentation has combined to materially augment agricultural troubles? It would be just as reasonable for a bank or any other large corporation which finds itself in trouble to



First Section Group Photograph of Some of the Grain Dealers at Des Moines, Ia., Oct. 2, 1923.



go abroad sounding the tocsin and beating the drum to notify the world of its condition.

The whole agitation about agriculture has so misrepresented its condition to the markets of the world, as to lead them to believe that we are at the mercy of the foreign buyer. The harmful influence of this kind of governmental propaganda cannot be exaggerated.

**Farm Land Speculation.**—Many well-to-do farmers bought additional farms when the buying value of the dollar was only forty cents and mortgaged the old farm along with the new. Just how far the government should interest itself in helping this speculative class out, is an open question.

He is now trying to earn sixty-five cent dollars to pay indebtedness incurred when the dollar was worth only forty cents. It is the exact reverse of the German situation, where everybody, including the government, has paid indebtedness incurred when the mark was worth about four to the dollar with marks purchasable millions to the dollar.

The difficulties of this class of farmers are truly insurmountable. Their speculation has plunged them into an abyss from which there is no escape short of ruin. This is the general fate of over-speculation in any line. We are sorry for these farmers. We are sorry for anybody who loses his fortune. The public or the government could just as consistently go to the rescue of the losing grain speculator or the oil speculator as to the land speculator. If governmental relief is forthcoming to one, it is to all.

**Stamp tax on sales of cash grain for future delivery** has had the very careful attention of your Legislative Com'te, most ably assisted by Mr. Quinn and Mr. Barr. The unanimous conclusion reached is that our only relief lies in an amendment to the Revenue Act. This matter must be carefully handled by your new Legislative Com'te.

The most dangerous legislation is that which is aimed to relieve an acute situation. If the situation be exaggerated, the legislation becomes more dangerous. If the situation is misunderstood, the legislation is likely to be inefficient and ineffectual. If the situation affects only a section of the country, then the legislation is apt to work serious hardships with other sections.

All of these conditions have existed in the special legislation passed to relieve agriculture. The situation has been grossly exaggerated and misunderstood.

**Hasty legislation** rushed into under such a state of affairs could be nothing short of the hodge-podge that it is. It has done no good to anybody and a great deal of harm to the farmer himself. From the tariff measure down to the Capper-Tincher bill, the whole legislative stew has been a hashed-up mess of ignorance, prejudice and misguided enthusiasm.

The Government loan bus has provided a lure to the farmer to go further into debt, whereas he wants a way to pay existing indebtedness. The co-operative bills have given him nothing that he did not already possess. These bills held out governmental inducements for inexperienced men to enter the business realm, where inexperience has worked out the financial ruin of thousands of successful farmers.

A wise course for American business to pursue relative to legislation, is to ask for as little as possible and put on a bold front in opposing baneful measures. We have reached the time when we must fight for our very existence. The pussy-foot, kid-glove method has served its purpose, but new methods of warfare are now necessary.

**Conclusions.**—The farm situation is bad but not at all hopeless. When the farmer gets thru with political tinkers; discards present co-operative cure-all nostrums; when he recognizes co-operation as a means of benefiting others as well as himself; when he recognizes that he gains nothing by the continual howl of distress; when he recognizes the immutability of the laws of supply and demand as the governing factors in prices; when he ceases trying to mingle other lines of business with farming; in short, when he ceases to look down on and be ashamed of his calling and stands in his full stature as an American citizen, demanding his full share and no more; the agricultural problem will be solved.

Geo. A. Wells of Des Moines, sec'y of the Western Grain Dealers Ass'n, delivered a well studied and instructive address on "The Impracticability of Public Warehouse Laws," which is published elsewhere in this number.

C. D. Sturtevant, of Omaha, Neb., chairman of the com'te on trade rules, said he had no formal report to make. The new and completely worked out new rule for the feed trade had suggested to the com'te that if it was good for the feed trade why not adopt such detailed rule for the grain trade in place of the present Rules 6 and 7?

Mr. Sturtevant read the following proposed amendment:

### Proposed New Rule.

**Rule 6. Billing Instructions and Breach of Contract by the Buyer:** (a) Unless otherwise agreed the seller shall have the option of making shipment at any time during the life of the contract.

(b) It shall be the duty of the buyer, on contracts for shipment within seven days or less, to furnish billing instructions to reach the seller on the day the contract is made; and on contracts for shipment within eight days or longer, to reach the seller within three days after the contract is made, and on contracts for deferred shipment, to reach the seller not later than the first day of the specified shipping time.

(c) If the buyer does not furnish billing instructions as provided in section (b), the seller may demand them by telegraph or mail and if, after such a demand, the buyer does not furnish them to reach the seller by noon of the day following the receipt of such demand, or if in the absence of such demand from the seller the buyer does not furnish the said instructions to reach the seller within the life of the contract, the buyer shall be considered to have breached the contract.

(d) If the buyer does not furnish billing instructions as provided in section (b) but does furnish them as provided in section (c), the seller shall make shipment at his option within the period of time specified in the contract, figuring from the date the billing instructions are received.

(e) In case of breach of contract by the buyer as provided herein or otherwise, the seller shall have the right:

(1) To resell the grain for the buyer's account; the buyer to pay the seller the actual loss; or

(2) To retain the grain, the buyer to pay the seller the difference between the contract and the market price, if lower, and actual expenses incurred; or

(3) To cancel the contract or any unshipped portion thereof.

(f) If the seller claims breach of contract, it shall be his duty to notify the buyer by letter or telegram to reach the buyer by noon of the day following the day upon which he has notice that the contract is breached, and to set forth in such notice his selection of the options provided in section (e). If the seller fails to so notify the buyer the contract shall be considered cancelled without prejudice to either party.

**Rule 7. Incomplete Shipments and Breach of Contract by the Seller:** (a) If the seller does not make shipment within contract time, it shall be his duty to so notify the buyer by letter or telegram to reach the buyer by noon of the day following the expiration of the contract. In the absence of such voluntary notice the buyer may, on the last day of the contract or later, demand advice from the seller as to whether the contract has been filled and in such case, unless advice is received by the buyer by noon of the day following the receipt of such demand by the seller that shipment has been made in contract time, the seller shall be considered to have breached the contract.

(b) In case of breach of contract by the seller, as provided herein or otherwise, the buyer shall have the right:

(1) To buy in the grain for the seller's account; the seller to pay the buyer the actual loss; or

(2) To collect from the seller the difference between the contract and the market price, if higher, and actual expenses incurred; or

(3) To cancel any unshipped part of the contract.

(c) If the buyer claims a breach of contract it shall be his duty to notify the seller by letter or telegram before noon of the day following the day upon which he has notice that the contract is breached, and to set forth in such notice his selection of the options provided in section (b). If the buyer fails to so notify the seller, the contract shall be considered cancelled without prejudice to either party.

Most of the members present failed to comprehend the full meaning of the proposed rule and altho Chairman Sturtevant was able to explain away each objection as covered by some clause in the new rule, it was voted on motion by Mr. Crouch that the new rule be referred to a special com'te composed of Jno. S. Green, W. W. Manning and C. D. Sturtevant to report back to the convention Tuesday.

E. C. Eikenberry of Camden, O., saw in the new rule a requirement that billing be furnished by wire. "Ordinarily shipments should not be made until mail confirmation is received."

Mr. Manning: What weakness in the rules are you attempting to cure?

Mr. Sturtevant: The old rule said nothing about furnishing billing instructions on more deferred shipments.

Mr. Green: I feel the old rule should be left to stand.

E. H. Bingham, Cedar Rapids, Ia.: We need the new rule to make it more specific, from my experience on Arbitration Com'te No. 2.

Mr. Hutchinson: While I realize that these new rules clarify conditions wonderfully methods of trading in New England, Texas and the Intermountain Territory vary so much that it is difficult to draft a rule that will cover all, and it is better to work under a broad rule.

S. P. Mason, Sioux City, Ia.: I have been handling a terminal elevator about 16 years and have had a great deal of trouble. I am very much in favor of the new rules.

Adolph Gerstenberg, Chicago, Ill.: How would you like to sell 100,000 bus. of wheat and never get shipping instructions? I did and had to bill to the post office address of the buyer. The case got into the Supreme Court.

Mr. Crouch: I believe we are getting into a complexity.

Mr. Bingham: I object to getting the notification from buyer by wire by noon.

Mr. Sturtevant: There have been numerous instances where buyer was unable to ascertain whether shipment had been made in contract time. Should we legislate to protect a man who has defaulted on his contract?

J. P. Hessburg, Milwaukee, Wis.: I think the buyer should have the privilege of extending the contract.

Mr. Sturtevant: Our carload rule 32 is obsolete.

Mr. Sturtevant read the following new rule 32:

### Rule 32.

**Carloads:** Unless otherwise specified, a carload of wheat, rye, barley, shelled corn, milo maize, kafir corn, or feterita shall be 80,000 pounds and of ear corn or oats 64,000 pounds.

If 60,000 capacity car is specified a carload of wheat, rye, barley, shelled corn, milo maize, kafir corn, or feterita shall be 60,000 pounds and of ear corn or oats 48,000 pounds.

If 80,000 capacity car is specified a carload of wheat, rye, barley, shelled corn, milo maize, kafir corn, or feterita shall be 80,000 pounds and of ear corn or oats 64,000 pounds.

If 100,000 capacity car is specified a carload of wheat, rye, barley, shelled corn, milo maize, kafir corn, or feterita shall be 100,000 pounds and of ear corn or oats 80,000 pounds.

Mr. Hutchinson moved that an addition be made to the rule to provide that a capacity car be any sized car.

Mr. Sturtevant moved that the exchanges and the affiliated ass'ns be notified to get uniformity.

A change was adopted in rule No. 26 so that buyer will be required to notify seller that grain fails to grade before unloading it.

The sec'y read the following report for the membership com'te in the absence of Chairman E. F. Huber of Minneapolis:

### 158 New Members.

I beg to report that 158 new members were secured for the convention year, 1922-1923.

The booster campaign began on February 1, 1923. It was decided to close the canvass as soon as 150 new members were enrolled. The mark was reached on August 3, 1923. Since August 3, eight additional members were secured, making the total for the fiscal year 158. Considering the fact that the grain industry is far from normal, the record made by the boosters is very good.

In conclusion, I wish to convey to each and every booster my sincere thanks for their splendid efforts and loyal support. It has been indeed an honor as well as a pleasure to work with you.

Adjourned to Tuesday morning.

**WORKING models of the Improved A. Steel Trapp Dump and Meyers Counterbalanced Truck Lift** were exhibited.

**SUPPLY MEN** in attendance included H. W. Williams and C. L. Trapp of the Drake Williams-Mount Co.; N. C. Webster and F. R. Miller of the Richardson Scale Co.; C. F. Younglove of the Younglove Construction Co.; C. N. Ward, repts. Union Iron Works; Irven Meyer, H. H. Anderson, L. C. Meyer and D. E. Stair, M. C. Sinnott and F. S. Harshbarger.



# Tuesday Morning Session

The Tuesday morning session opened with an address by Hon. Jos. A. Lawson, of New York, N. Y., on "The Average Man," in which he said in part:

## "The Average Man."

I have taken the liberty of changing the original topic that was assigned to me, which was "The Red Peril," and will talk about "The Average Man."

Some hogs I saw yesterday were reminiscent to me of the attitude of some persons in our great American Republic. A man from the North was traveling through Georgia on horseback, thru the sparsely settled woods of that section of the country, and under the tall pines and over the pine nestles of the forest, and he came to the cabin of a native down there, one of the "poor white trash" type. He rode up and said to the proprietor of the domain, "Howdy, Stranger?" And the Georgian replied, "Very hoarse, Boss." "My Friend," said the man from the North, "You seem to have lost your voice." "Yes, sir, I have lost my voice." "Well, tell me something. As I have been riding along, scattered through the woods I have seen little droves of razorback hogs running around in a circle. I never saw them do that way in my life before. They seem distracted." "Yes, sir, they is distracted. Them is my hogs." "Well, what is the matter with them?"

"Well, you see before I lost my voice I used to call them when it was feeding time. And then when I lost my voice I got a stick and hammered on a tree when I wanted to feed them, and after a while they got to know what that meant; but now the darn red-headed woodpeckers have got them almost crazy." (Laughter.)

And so it is today with the red-headed woodpeckers of bolshevism, anarchy and communism, of the division of the world's goods without adequate labor to earn, the red-headed woodpeckers have got some sections of the American public so crazy they are running around in circles. (Applause.)

**False Ideals of the Children.**—I picked up a newspaper two days ago and saw a cartoon of the children returning to school in September, freshly washed faces, hands scrubbed, glowing with health, lined up behind their desks in the great public school where the Constitution must be taught. And the creator of the cartoon had put in it, with an artist's privilege, an idea. Floating above the heads of these school children was the embodiment of their ideals, the dreams they were dreaming as they sat there, rising like incense above their heads, those smoke wreaths that took shape and formed pictures to present to the reader a pen picture of what these little folk were thinking. And among those cloud pictures I did not see the face of George Washington, or of Abraham Lincoln, or of Florence Nightingale, or of any great author, or great hero. But among those

cloud pictures I saw a reproduction of a ball player getting a salary of twenty thousand dollars a year and making forty home runs. And over a little girl I saw the wraith of a movie actress who had just signed a contract, and the actress was about all there was—she was clothed in a spirit of humility and a contract for the season calling for a million dollars.

(Laughter.) And I saw other pictures embodying the ideals of these children, and they sat there with rapt expressions to contemplate these wonderful characters of the twentieth century that they desire to emulate. And in that picture was vastly more truth than poetry.

It is the average man and the average woman and the average child, the average boy and girl, who are misled by false values and ideals, and it is to the average man that we must direct ourselves if we would save what has cost so many lives to bring to its present state of fruition. We must direct ourselves to the man on the street, to the average man.

**The Plain People.**—I am fed up on the "plain people," on that phrase. I don't know whether it means a man so cussed homely that he has to get up in the night to rest his face, or whether it means simply a man that works with his hands, or whether it is a catch phrase to make votes. I sat at a radio in New York the other day and heard the eloquent remarks of the Honorable Hiram Johnson of California as plainly as if I had been in his office, and he stresses the "plain people." I am a plain man; I am no superman. I think Hiram Johnson is a plain man. But we are average men. We have in this America of ours a marvelous aggregation of nationalities. We have some supermen and superwomen, and we have a tremendous residuum of men, women and children who are little removed above the level of the beasts of the field. That is God's truth.

**The supermen and women** are the men and women who read deeply, think profoundly, act wisely and who devote themselves to the elevation of the human species, to the making of bettermen and women of their neighbors, who have not hidden their talent in a napkin, but who have made other talents of it, even as they were taught in the greatest of textbooks that is so neglected today among those who would live and learn. Those are the supermen, the men of great thought, of deep reading, of profound convictions, the men and women of activity in the affairs of life along the pathways that lead upward. And they cannot get together! It is the very law of Nature that the supermen and women cannot mingle to know and feel the needs and necessities of this substratum.

In between lies the salvation of the United States of America, the average man and woman. The average man like you. Are you superman? Do you care a great deal for Kant? Have you read profoundly the "Evolution of the Species" by Darwin? Are you giving your entire lives to investigations to prove either the falsity or truth

of the Holy Scriptures, or to determine the basis upon which evolution is based? I know you haven't done time and I know you are not earning your livelihood in the ways I have described that are peculiar to that submerged tenth.

You are the average man and woman, as I am an average man, and you will find them in all the cities of the land and in the towns and hamlets and everywhere else in this country of ours.

The average man lives in these small places; he has a sense of Americanism in his nature; he is the constable to preserve the peace in this American community. The average man is not so full of theories and isms that he cannot make himself understood. He is intelligent enough to foregather with the supermen and he has enough hard common sense to come in contact with the submerged tenth and the criminal classes and make himself understood there.

The direct appeal to the average man, and as that appeal is heeded by the average man, as he disseminates the principles of pure Americanism, as he eliminates from his system the bolshevistic, communistic and anarchistic tendencies, and stands squarely on his feet under the Stars and Stripes and propagates that doctrine among his fellow citizens, there will be the consummation of the very flower of citizenship; then the sacrifices that have been made by our forebears will be fruitful; then America will be safe for our grandchildren; then the hydraheaded foreign threat will have the heel of the child placed on its head and be crushed out of all semblance to truth and we shall have America for Americans, and the Stars and Stripes will float over the highest pinnacle of the development of civilization, and the word of America, with power enough behind it in men and in munitions to make it respected, will be harkened unto in the councils of the nations. (Applause.)

Hon. Sydney Anderson, congressman from Minnesota and chairman of the congressional joint commission of agricultural inquiry, delivered an address on "The National Transportation Institute" from which we take the following:

## The National Transportation Institute.

I am glad to have a chance to talk to this crowd. As the Chairman says, I have been somewhat interested in the grain trade and its relations to the great economic machine which gathers the world's goods from the four corners of the earth and distributes them to a hungry submerged tenth.

I suppose more has been written by governmental agencies about the grain trade than almost any other, and I must confess that after reading most that has been written and as I look into your faces I do not find you as hard-boiled as I thought you might be. (Laughter.) You do not even look as if you deserved some of the things which have been said about you in government reports.



Second Section Group Photograph of Some of the Grain Dealers at Des Moines, Ia., Oct. 2, 1923.



I do not claim to be an expert on transportation. In the contact I have had with so-called experts, I have found most of them X and the rest of them were "pert." What information I have on this subject I obtained in connection with the work of the Congressional Joint Commission of Agricultural Inquiry, to which your Chairman has referred.

**The Unusual Government Indulgence in Questionnaires.**—In the transportation investigation alone we sent out more than 200,000 questionnaires. These questionnaires asked some 25,000,000 questions and required fifty million individual calculations. We had an operating force at work 240 days of about 1,600 persons. I tell you this because I want you to have the background of what I am going to say this morning.

**Transportation is a public function,** and because it is a public function it is subject to public regulation. What does public regulation mean in terms of who determines the policy of transportation in the United States? Does it mean that the transportation policy of the United States is made by these supermen about whom Judge Lawson has been talking? No. It means the transportation policy of the United States is determined by this great mass of people whom Judge Lawson calls the "average man." Where does the average man get his information about transportation? He gets a vast quantity of it from these red-headed woodpeckers that Judge Lawson talked so eloquently about. (Applause.) Wouldn't you men, who were going in the last analysis as the average man, to determine what the transportation policy of the United States should be, be pleased and helped if somewhere in the United States there was an agency to which you could look for unbiased, non-partisan, non-political facts about transportation? Wouldn't you be helped in coming to conclusions as to what should be the relationship between highway, railway and water transportation, if somewhere you could get the facts relating to that relationship?

Recognizing the fact that a sound picture of transportation must precede any sound conclusions with respect to it, the National Agricultural Conference in February, 1921, adopted a resolution suggesting the creation of a non-political body.

Subsequently that matter was presented again to the Joint Commission of which I was the chairman, and that Commission also adopted a resolution suggesting the creation of a non-governmental, non-political, unbiased organization to get the facts of transportation and to disseminate them for the information and education of the public. Out of these two resolutions developed a movement which finally resulted in the organization of the National Transportation Institute. It is organized as a non-profit organization under the State of Illinois.

**Are Freight on Farm Products Too High?**—Just now, for example, there is a good deal of concern over the freight rates on agricultural products and it seems to be the opinion of many people that the burden borne by agriculture in general or by particular agricultural commodities is greater than it ought to be. If we could get an answer to the question, how much of the freight burden is borne by agriculture and agricultural commodities, then we could arrive at some basis upon which we could rest a fair conclusion as to whether these freights are or are not higher than they should be. It is possible to ascertain just exactly what proportion of the freight burden is borne by wheat, oats, corn, hogs, coal or by any other commodity, and we propose to get that information.

It is interesting, for example, and useful also, to know that this year on the basis of present prices the farmer will get about \$700,000,000 for his wheat, and on that wheat there will be paid a total freight of about \$105,000,000; and that the farmer will get for his cotton this year about \$1,300,000,000, and upon that cotton there will be a total freight paid of \$40,000,000. And we can get exactly the same information about all commodities.

**Index Number for Freight Rates.**—After all, most of the things in this world are relative, almost nothing is absolute. Everything has its relation to everything else. And we are interested in knowing what the relationship of freight rates is to prices generally. Singularly enough, while we have an index number for wheat, for metal and metal products, chemicals and agricultural products in general, for clothing and furniture, we have no index number for freight rates, so it is not possible to tell with any degree of accuracy what relationship the general level of freight rates bears to the general level of prices, or the relationship which the freight rates on wheat bear to the prices of wheat. If we had that information, again we should establish a background upon which we could predicate a much sounder consideration of rate schedules than we are able to do today.

We can examine the relative output of transportation per dollar of capital used, and the relative output of business per dollar of capital employed. We can examine the relative output of industry per man employed and we can measure the relative output of the railroads or other transportation agencies per man employed, and in this way we can get at some idea as to whether or not we are getting for a dollar invested in transportation as much as business generally is getting out of the same

dollar invested in business enterprises, and perhaps in that way we can arrive at some sound information as to whether the transportation business is efficiently conducted in relation to business generally or not.

Speaking generally, it appears that the employees in manufacturing industry have just about doubled in the last twenty years. The number of employees on the railroads has just about doubled in the last twenty years. The capital of the railroads has just about doubled in the last twenty years, but the investment in manufacture has increased about five times during the same period, so that for each man employed today manufacturing enterprises are using about two and a half times as much capital as twenty years ago, while the railroads are using less capital per man employed than twenty years ago. These facts will be necessary to arrive at sound conclusions with respect to what the transportation policies should be. They give us a sound perspective of the relationship of the business in which we are engaged to transportation in all its forms.

Someone has said, "Knowledge is power." Someone else has said, "Ignorance is bliss." For my part I take the first axiom. Knowledge is power, and if we can arrive at a picture of transportation which will look the same to you as it does to me, if we can all by looking at this picture get the same view, then we shall be able to arrive at sound conclusions with respect to what the transportation policy in the United States ought to be.

We cannot make this National Transportation Institute a success unless we have the co-operation of the industries that use transportation and that are interested in its sound and logical development. And so, as I said a moment ago, we have provided in our board of directors for representation of the various industries and trades of the country. In dealing with the other trade organizations we have asked them to appoint a com'te to co-operate

with us in arranging co-operation with the trade both in a financial and in a moral way.

What I would like to have you do before you close your sessions is to pass a resolution authorizing your President to appoint a com'te to co-operate with the organization and staff of the National Transportation Institute in arranging for the participation of the grain dealers in the Institute and its functions. I hope that what I have said will be sufficiently convincing to justify you in taking that action. We have already arranged for participation and co-operation with a large number of trades and industries.

We recognize the direct interest of the grain trade in efficient transportation, performed at reasonable cost, and we want your help and your co-operation in making this great institution, fundamentally educational in its character, a useful institution to the people of the United States.

Pres. Watkins instructed the resolutions com'te to embody Mr. Anderson's request in a resolution.

Mr. Horner, chairman, read the following report for the com'te on rejected applications:

The activities of this committee during the past year has been confined to action within the past thirty days on two applications for membership.

This committee recommended rejection of one of these applications in accordance with Section Three, Article 4 of our by-laws, because it developed that this applicant had been expelled from an affiliated Association and had not been reinstated in membership.

This committee recommended the rejection of the second application because the applicant appeared to be in such financial condition and trade repute as to render him undesirable for membership in this organization.

Adjourned to 1:30 p. m.

## Tuesday Afternoon Session

Hon. John Hammill, Lieutenant Governor of Iowa, delivered an address from which we take the following:

### Stabilization of Prices.

Agriculture today is not paying as it should. Some think we can have stabilization by the government fixing the price. In my judgment this is not sound economically. But there must be stabilization in some other way.

Some contend the government should go into the grain business, buy this wheat, and stabilize the price. If that were done, not only would we have inflation when the government purchased the grain, but we would have the deflation that always goes with such action. Brazil tried it on coffee, Norway on fish; Europe tried it during the war, and they have all failed, and if we went into the price fixing business on one article, it would carry to all other articles, and sooner or later the government would break.

As to price stabilization in other products, I want to refer to three products in which there has been somewhat of a stabilization in price. They are the products of the steel industry, the oil industry and the livestock industry. There may be some who will say, "True, there has been a stabilization in those industries, but they have a monopoly." But the large steel concern has been continually investigated by the government, and the government has continually prosecuted all three perhaps, and it cannot be successfully maintained that they have monopolies. In the steel situation it only controls forty per cent of the output of the country. Take the live stock industry located chiefly in Chicago, it only controls twenty-five per cent of the live stock industry. Those industries do not control the output of the product, but they are a dominant force in each of the industries, and by means of that dominant force are able to control the market and place it on a fair basis. You never hear of any of these industries flooding the market.

In an agricultural way, what happens? The statistics show that in seventy days substantially all of the farm produce of the country is thrown upon the market. That is not marketing the farm produce; that is simply dumping it upon the market. We should so organize that the man engaged in the raising and selling of farm produce so that his produce may be placed on the market in an orderly manner, and that cannot be done except by close relationship between the two, and a study and comparison of the amount to be produced with the amount to be consumed.

It cannot be done by the government fixing the prices, and the men contending for this will sooner or later find they are in error. And I hope the splendid business men of this country will not stand by and see a paternalism of this kind created because in the end it would destroy and be a charge on the men who are asking it today.

We have 72 per cent of our people living in the cities and 28 per cent who do not, and you men know that even if the government went

into the price fixing business the 72 per cent would control in the interest of the 72 per cent and not in the interest of the 28 per cent.

Let us hear the other man's problem and sit in honest consultation with him, in an honest and intelligent way, and if a proposition that is presented be not sound, let us not criticize and conclude he is eternally and unalterably wrong, but let us in an intelligent way point out the mistakes. We need men and women with a program, with a definite positive vision, and then the courage to execute under that vision. I thank you. (Applause.)

Henry L. Goemann of Mansfield, O., presented the following reports for the Com'tes on Transportation and on Telegraph and Telephone Service:

### Transportation Com'te Report.

If the railroads are not allowed to earn a fair return on their investment and are hampered with more laws, may I say radical ones, in place of being left alone to work out and demonstrate under present laws their ability to furnish service and handle the tonnage of the country within reasonable time and under rates established by the Interstate Commerce Commission which in their judgment are fair and just to all and not made under pressure of politics (in my judgment congress should not make rates as they do not belong in congress) I think there is no question of the railroads being able to function properly and satisfactorily to the majority. They should, however, be able to earn a fair return, certainly the past six months are a pretty good guide as the roads have handled the largest tonnage in their history whether rates under existing conditions and costs are too high.

Referring to the American Railway Association, Car Service Division Report No. 5, under date of September 1, 1923. It shows that the railroads have handled for 35 weeks to September 1, inclusive, far in excess of the total for the same periods of all previous years for which they have record, a total number of cars loaded of 33, 161, 743. New equipment put in service for same period, all kinds of 116,117 cars and 2,583 locomotives. New equipment on order 72,906 cars and 1,517 locomotives.

Bad order cars and locomotives have been materially reduced.

The average miles per car per day have been increased very much. The railroads had set 30 miles per day per car as their objective; in May the average was 28.6 miles the high and in February 24.8 miles the low and which latter might be accounted for by weather conditions. The average for 7 months, January to July, inclusive, were 27.2 miles per day compared to same period in 1922 22.4 miles, and 1921 21.56 miles.

The public and some government officials and newspapers continue to talk of too high freight rates but are they? Certainly the railroads' net earnings do not show large as a whole, which is surprising considering the enormous tonnage handled.



We want to be very careful that the roads are not pushed into receivership thru precipitate lowering of rates under political clamor and which may mean government ownership. Our experience during the war, the experience of other governments with their government owned railroads as compared to the independently operated roads, does not compare with private roads' performances. I would like to quote two newspaper men who have been in Europe recently:

Mr. C. W. Barron of Barron's Financial Weekly wrote from Rome an article on Italy which has been republished in a booklet, under a heading reading "Mussolini Wants What the United States Lost." It is this conviction that Mussolini is putting into practice and under which he may yet turn the railroads, telephone and telegraphs over to private enterprise and save four billion lira for the state. It may be that he is seeking American capital, driven from the railroad development of the United States, to give a new development to Italy by rejuvenating its lines of communication, expanding production and commerce.

He appears to understand full well the meaning of that which was carved over the door of the Transportation Building of the United States Centennial Exposition, the lesson of which began to be lost the moment the great principle was enunciated, "Easy transportation for men and things from place to place makes a nation strong and great."

Mussolini knows that easy transportation can not be had by government control or under government bureaucracy, against which he has always fought. He knows the facilities of transportation can come in increasing measures from private initiative and enterprise and not from the statute or government, for governments are made to repress, to bound and to limit.

I quote in part from a recent article written from Europe by Freeman Tilden in the Country Gentleman speaking of the various Government-owned railroads in Europe in which he states: "I suppose we had better face the fact that we have at home in the United States a very large number of people who would like to see the Federal Government own and operate the railroads. Now, after some ramblings through Europe, during which I have been putting my eye more or less on the matter of government-owned railroads, I want to say, first of all, that in bare theory I haven't a word to say against government ownership of anything. It may be, as some folks say, that in an ideal world, with ideal people, the state could better do almost everything now privately done. But I trust you won't think me too severe if I say I don't think we have reached that point." He further says:

"In Italy the control of the railroads has been political; and to the politician it is immaterial under government ownership whether the farmer pays through freights or through other taxes. The net result is the same. And then there is this vital distinction: the railroads on the continent are maintained always with an eye to their value in war time. The control is certain to be either military, as it used to be in Germany, or politically, as it was in Italy, Spain

and the French owned railroad. In France nearly all the railroads are privately owned but one and the comparison is certainly in favor of privately owned. In Canada one can see an interesting example of state-owned roads versus a privately owned road."

Now it seems to me that with our railroad experience during the war and what we learn about government-owned and operated roads in other countries we should certainly make every effort to give our roads a proper chance to prove their ability to give us the best service in every way at the lowest rates consistent with the cost of operation under government laws and supervision as now ruling. Surely the roads must have enough income so as to pay fair dividends and therefore rates cannot well be lowered under present wage scale, cost of materials, present taxation and other items necessary for the proper maintenance and sufficient equipment and power in order to give the very best service. I am confident the Interstate Commerce Commission can be relied upon to reduce rates at the earliest moment same can be done safely.

Must there not be a readjustment in wages, reduction in taxes, coal and cost of various materials railroads need in order to justify reductions? Otherwise we certainly cannot look for reduced rates based on the performances and returns of the past few years. Very few railroads I believe are earning the 5% per cent returns allowed by law. If newspaper reports are correct and railroad unions can go through with their prospective demand for \$82,000,000 increase in wages this fall, I do not believe Senators Brookhart, La Follette, Magnus Johnson and others can sincerely advocate reduction in rates.

Sec'y of Commerce Hoover advocates a readjustment of relationships between different classes of freight rates, believing such adjustment would benefit agricultural products. If class rates and less than carload rates are too low and are advanced and agricultural rates reduced, would not the same complaint continue from the farmer even though his rates may be lower, for market fluctuations and lower values might ensue and might rob him of the benefits of reduced rates while his complaint that the things he buys are too high would continue. For might not this present spread remain or be increased if the dealer handling various articles the farmer needs cannot reduce prices owing to no reduction of producing cost but must add a higher freight rate?

It seems to me no satisfactory permanent adjustment of rates, especially the lowering of car lot commodity rates, can be made in justice to the railroads if present wages, taxes and material costs are maintained at present level.

The railroads are today paying out more in taxes than they are in dividends, according to figures just compiled by the Bureau of Railway Economics from the records of the Interstate Commerce Commission.

Last year the Pennsylvania Railroad System paid out more in taxes than in dividends. Out of every dollar received, 4.38 cents was paid in taxes while only 4.34 cents was paid in dividends.

A comprehensive inquiry into earnings of corporations by the Institute of Economics shows that over a long period, including the war, the profits have pursued a surprisingly consistent average of 9 per cent.

Therefore I believe railroads are entitled to present rates and that telephone and telegraph companies' earnings being considerably more than this, should adjust their rates and charges somewhat.

The political group that is attacking the railroads on the grounds of inflated valuation and claiming seven billions of water and on that ground that lower freight rates are proper, should read the testimony of Commissioners Clark and Hall of the Interstate Commerce Commission given before Committees of the Senate which testimony proves that the Interstate Commerce Commission valuation work has been correctly done and the basis the Interstate Commerce Commission is using for basing of freight rates is correct.

Commissioner Clark said: "We did not regard their capitalization, their stocks or their bonds in any way whatsoever and we declined to accept their book value as a basis."

Senator Pomerene said: "\$18,900,000,000 was the best judgment of the Commission after going through all the data that had been gathered during all these years. That should set at rest the charge that there is nine billions of water in the railroads now."

Government ownership may mean \$20,000,000,000 more of bonds to be issued by the government to pay for the railroads and upon which interest will have to be paid to the owners of such bonds. This will also mean a loss of \$300,000,000 in taxes now paid by railroad companies. As the government cannot be taxed, this loss of taxation will be felt by the states and its various political subdivisions.

It will probably also mean inefficient operation, high wages due to union influence in politics and consequent high rates, and if sufficient income is not earned, it will mean increased taxation to the masses.

Settlement for loss in transit bulk grain and uniform deduction of 1/8 of one per cent on all grain. After considerable correspondence it was finally arranged that a conference of all freight Bureaus of the American Railway Ass'n be held with our association and all interested shippers and which conference was held in Chicago on June 29, 1923.

At this conference a tentative agreement was reached subject to ratification by the member roads of the American Railway Ass'n. In answer to my inquiry as to when we may expect final answer, Chairman E. Morris, under date of September 20, advises, "It is expected that the Special Com'te having this subject in hand will convene in the immediate future and shall be pleased to advise you conclusions announced."

The rules tentatively agreed on were published. The principle of a uniform deduction of 1/8 of one per cent on all grain, including corn, was agreed upon. [The tentative agreement was published in the Grain Dealers Journal July 25, page 108.]

Hopper Scale Specifications.—The amended



Third Section Group Photograph of Some of the Grain Dealers at Des Moines, Ia., Oct. 2, 1923.



specifications on Hopper Scales as recommended by the United States Bureau of Standards and accepted by Scale and Balance Manufacturers' Association have been tentatively accepted by the Interstate Commerce Commission and we, therefore, have in effect through official recognition standardized scales covering track, hopper and automatic scales.

The new standardized hopper scales will be installed in the new Baltimore & Ohio Railroad Co.'s elevator at Baltimore, Maryland, the new Port Elevator at Houston, Texas, and in the new elevator of the Montreal Harbor Commission and a number of scales of 2,000 bushel capacity have been shipped for use in the State of Minnesota.

I am glad to report this, as it means more dependable and accurate weights on grain shipments.

**Bulkhead Charge.**—On April 24 and 25 the railroads had a hearing regarding the charge of \$5.00 which they have been assessing on split or mixed car shipments of bulk grain.

I objected to this charge and testified that a bulkhead could be installed without damage to the car and in compliance with Chairman Fenton's request submitted to him a drawing and rules covering same but as yet have received no information regarding result of hearing. Will keep after same and secure report as soon as possible.

As to the matter of the bulkheads, I have since had word from Senator Fenton that the matter was under consideration by Director of Traffic Hardie, and that he expected a report on it very shortly.

### Telegraph and Telephone Rates and Charges.

I believe every member is familiar with this subject as it was fully published in Mr. Quinn's annual report to this convention. Last year, at a conference of various trade organizations in Chicago, your chairman was elected chairman of a small committee representing these various organizations to arrange for a conference with the American Telephone & Telegraph Company, also the Western Union and Postal Telegraph companies.

In January, of this year, such conference was held with Mr. E. K. Hall, vice pres. and other officials of the American Telephone & Telegraph Co. and with Mr. Edward Reynolds, vice president, and other officials of the Postal Telegraph Co. Western Union officials were out of the city but the subject was taken up with Mr. J. C. Willever, vice president, by mail, but without results.

In a few words the officials stated they could not reduce rates without impairing their service.

In our argument to the telephone company we called attention to their large earnings and the paying of 9 per cent on their common stock with the value of their stock \$124 per share at that time and we felt their earnings and dividends justified our request for reductions in rates and charges.

The conference was very pleasant and the subject was fully covered, however, without our committee securing any results. While both Telephone and the Postal Telegraph Companies stressed service it seems there are some complaints that the service and accuracy could be improved.

Mr. Eugene S. Wilson being on the program will likely be glad to answer and satisfy the members on all points which they desire cleared up.

**War Tax.**—At the last session, Congressman Edward B. Almon, of Alabama, introduced a measure known as H. R. 9933. The purpose of this bill was to eliminate the tax.

We could not get the bill out of the Ways and Means Committee at the last session. The Grain Dealers National Association will make an earnest effort in connection with our affiliated bodies and other interested organizations to secure the abolition of the war tax on telegraph and telephone messages at the next session of Congress, which meets in December.

May I ask that you see your senators and congressmen while home or write them calling attention to this tax and ask them to vote for the abolition of this tax when bill is up in Congress.

The government collects \$28,000,000 or more yearly from the public and as the products of the soil pay a great part of this tax it is to the interest of the farmer to eliminate the tax.

As to war tax on telephone tolls, I have received a letter from Secretary Mellon since coming out here, that for the last fiscal year the amount collected was \$30,300,000.

**Code Messages.**—It seems to me that the only way in which we can get this matter adjusted so that the liability of telegraph companies will apply to code messages the same as now applies to unrepeat messages carrying a liability of \$500 when written in plain language, is to bring a new formal case before the Interstate Commerce Commission.

My suggestion in the conference in New York with officials of the Postal Telegraph Co., at which conference there was also present their general counsel, was that they grant their liability on code messages when the code used

contained only English dictionary words. It was my thought that we eliminate the use of words in sequence such as "afford," "afforded" and "affording." This would prevent many errors in the transmission of messages. I pointed out that we should urge the Interstate Commerce Commission to adopt my insurance plan which I presented to the Commission at the hearing of the case known as Docket No. 11,524. The adoption of this plan would, I am persuaded, overcome the argument now used by the telegraph companies. This argument was that the supreme court of the United States had decided that the wire companies should know the context of the message delivered to them for transmission so that they might be enabled to judge their liability. My plan would give notice with each message the maximum liability and at the same time insure the user of the telegraph facilities increased damages by the payment of a fair premium, this premium to be decided by the Commission. The insurance plan that I presented to the Interstate Commerce Commission in Docket 11,524 is as follows:

**Arguments Used Before Interstate Commerce Commission on Docket No. 11,524.**—The repeated message, as well as the insurance clause of one-tenth of 1 per cent for full liability, are prohibitive and not workable for the grain interests. All repeated messages are too greatly delayed, therefore not practicable in business without a guarantee of correction of an error or of delivery of message. On the unlimited liability or special value message, basis of one-tenth of 1 per cent on the value of liability, it is prohibitive in that the margin of profit of the grain and allied interests will not permit of paying such a high rate.

It seems to me that the telegraph company therefore should have only two kinds of messages. That is, one message, say "Form A," which would be the present form of message with a limited liability of \$500 at the current rates, and a second form known as "Form B," which would be an insured message, and stating the liability under which such message is being sent. There should be printed on the face of such insured message the words "Insured Message, Value . . . ." The sender of the message would therefore have the option of accepting either form of message, and when sending a message, state which form he is accepting, and if insuring the message, stating the value for which he desires liability protection.

The class of service should be continued as at present—standard Telegram, Day Letter, Night Message and Night Letter—and the above two forms should apply to these various classes of service. A maximum liability of \$500 for each standard message of 10 words, with an increase of maximum liability proportionate to the increase in charge for message over the standard message charge.

Realizing that there are a great many messages sent upon which the sender would not desire additional liability and not wishing to disturb the rates that are now in effect for the sending of such telegrams, per "Form A," I believe that the "Form B" of insured message should therefore carry a charge for such liability, such charge to be reasonable to both the sender of the message and the telegraph company. I, therefore, suggest that the following table of charges be adopted as the basis for increased liability, and the sender to write in his message which amount he desires to insure for.

#### Rate Per Message.

Free . . . . .	\$ 500
1 cent . . . . .	1,000
2 cents . . . . .	1,500
3 cents . . . . .	2,000
4 cents . . . . .	2,500
5 cents . . . . .	3,000
6 cents . . . . .	3,500
7 cents . . . . .	4,000
8 cents . . . . .	4,500
9 cents . . . . .	5,000

Thereafter 5 cents for each additional \$5,000, or part thereof, up to \$50,000.

From this table it is noted I have limited the amount of liability insurance to \$50,000, and when the amount desired is above that, special arrangements must be made with the telegraph company.

**McCaull-Dinsmore Decision.**—We are receiving a number of complaints relative to the declaration of the railroads to pay claims for loss on shipments. The carriers assert that the claimants are entitled to full actual loss, but only PROVIDED this loss DOES NOT EXCEED the market value at destination when and in the condition the grain should have arrived at destination.

I do not believe that the position taken by the railroads is in conformity with the decision of the United States Supreme Court in the McCaull-Dinsmore case. As I understand this decision, the court held that full and complete recovery for the actual loss suffered by the shipper must be made by the carrier, and there can be no such qualification as that set up by the railroads.

It is apparent that the carriers will not recede from their contention without a legal fight. This would involve the expenditure of considerable money by the Association which would be required to bring a test case in the courts.

I received this letter from Mr. J. C. Willever of the Western Union Co.:

"On account of circumstances having to do with the physical production of our message blanks and the state of our present supply, the matter of an amendment to the clause concerning cipher and obscure messages has been held in abeyance somewhat longer than I anticipated."

"As I suggested to you in the course of our correspondence on the subject, the present clause is not of much practical disadvantage to the senders or of much practical advantage to us. However, I had in mind suggesting the modification of the concluding portion of the paragraph of the message conditions beginning 'The company shall not be liable for mistakes or delays, etc.,' which concluding portion now reads, 'nor for errors in obscure messages,' by making it read, 'nor for errors in obscure messages or in cipher messages unless written entirely in English dictionary words,' which I believe is in line with your thought on the subject."

"J. C. WILLEVER,

"Vice-pres in Charge of Commercial Dept."

That is very good news because that means by revamping our cipher codes so they contain only English dictionary words, we will get the liability for errors in those messages up to \$500.

Bert Dow's report as chairman of the committee on uniform grades was read by Sec'y Quinn and stated briefly that the only work the committee did during the year was in reference to the rye grades.

### Report on Arbitration Appeals.

Mr. Hutchinson, chairman of the arbitration appeals com'te said:

We have had seven cases during the current year. Four of them the Committee decided at one meeting called at Chicago for that purpose. Yesterday we threshed out two of the remaining cases, and we will soon decide the third case, which clears our docket. There is nothing much to be said except what is embodied in the Trade Rules and the proposed changes, except as to one point. There is the idea among many of the trade that if they buy or sell on Chicago weights and grades, for instance, that includes all of the terms of the Chicago market. That is not according to our rules, and not according to the practices of good business.

J. R. Murrel, Jr., Cedar Rapids, Ia., chairman arbitration com'te No. 1:

We have considered a limited number of cases during the past year, and have handled them to the best of our ability. Practically all have been the result of misunderstandings over the telephone, misinterpretation of letters, and things of that kind. There have been few that had anything to do with an actual trade rule. Some one during a telephone conversation is too anxious to make a trade. That doesn't pay. You should put the stuff down on paper and watch your contracts. When a contract is sent to you in duplicate, it is your business to read it, and if you don't want to sign it, get the other fellow on the wire immediately and tell him so. Our markets haven't been so wild during the past year, and that is another reason for the few arbitration cases. I just want to say a word about two men who did a great deal of this arbitration work in the past, Niswonger from Omaha and George Bissell. I believe they were two of the best arbitrators the Association ever had, and they did a tremendous amount of work for us. The other member I have worked with is Mr. Sturtevant, and he is a real fellow to work with too. I want to admonish you to watch your contracts. Read them carefully, even the fine print, because that is always there for a purpose. I have never found it necessary to have an arbitration case, and if I fail to read a contract, and get stung, if I have the money to pay for my mistake, I pay it before I bring an arbitration case.

E. W. Crouch, chairman arbitration com'te No. 4:

Our Committee handled seven cases. The only comment I want to make is as to the way in which the Secretary has the papers put up. He will not let them go out of his office unless they are in perfect shape, and that is a tremendous help to the arbitrators. When we get them they are readable and we can tell exactly what is required. My colleagues have been faithful in their work, and I have enjoyed working with them.

S. L. Rice, of Metamora, O., in his report for arbitration com'te No. 3 as read by the Sec'y, said 10 cases had been decided, and that one of the greatest safeguards was for every member to become familiar with the trade rules. It is very commendable to note the decrease in arbitration cases. The previous year we had 23 cases.

H. C. Gamage, of Kansas City, Mo., chairman arbitration com'te No. 5, in his report as read by the Sec'y said 9 cases had been decided. "The names of several firms appear fre-



quently, evidently because they prefer to leave their business to the arbitration com'te.

I. C. Sanford, of Portland, Ore., chairman of arbitration com'te No. 6 was not present. His report as read by the Sec'y showed 5 cases, two of which had been brought to a conclusion.

J. H. Caldwell, of St. Louis, Mo., presented no report for the feed arbitration com'te of which he is chairman, altho the com'te has given some decisions.

Mr. Hutchinson, chairman of the special com'te on recommendations in the Sec'y's report, said:

We recommend that Section I of Article V of the Arbitration Rules be changed to read as follows:

"Section I. With the Secretary of the National within twelve (12) months after expiration of contract on which dispute occurs."

Also strike out Section VI of Article VI and substitute the following:

"Section VI. The time limits specified for the filing of all arbitration and appeal papers may be extended by the National Secretary for good and sufficient reasons."

We would also recommend that the Secretary be authorized to change Section VII of Article VI of the Arbitration Rules in the Ninth (9) line to read:

"Article IV. Section VI & VII, etc., instead of Article VI, Sections VI & VII."

Upon the suggestion of the Secretary looking toward the change in sub-section III of Section I, Article II, of the Constitution and By-laws, referring to Arbitration between members of the affiliated Associations and the Grain Dealers' National Ass'n, your Committee would recommend that no changes be made.

As to the first change, six months is too short a time for a litigant to initiate his claim in some cases.

As to the second change suggested, there is now no provision for extending beyond ten days the time for an appellant in an appeal case to prepare his papers, no matter what the conditions are. If the papers are not in, technically he loses his case. Conditions have come to the Secretary's notice that made that unfair and unjust, and this change is to give relief from that.

As to the third change, that simply takes care of a typographical error and corrects it.

In explanation of our last recommendation I would say that I know this is not in keeping with the Secretary's idea, but the com'te went into that thoroly, and any action this body could take would not bind the state or affiliated associations. It would have to be taken up and ratified by them, because of the fact that they came into the affiliation with the understanding and under the Constitution and By-Laws as now written. We would suggest to the Secretary he take it up by correspondence with the affiliated secretaries and let the initiatory effort begin in the country and harmonize it in that

way. There are quite a few possibilities in making that change, and therefore the com'te deemed it wise to recommend that no change be made at this time.

Mr. Gerstenberg: I move the report of the com'te and its recommendations be adopted. Seconded by Mr. Reynolds and carried.

Mr. Crouch: Is there a chance of that first recommendation working a forfeiture of the shipper's rights against the railroad?

Mr. Bingham: This has nothing to do with that; this simply states the length of time within which a man must file his request for arbitration. It is not conceivable that he would delay his claim against the railroad. I do not think there is any connection between the two.

Pres. Watkins: No, because we have adopted a trade rule making it obligatory to file the claim, and the man who fails to file is responsible for any loss that accrues because of that failure. We worked on this rule last year at New Orleans, and after considerable debate the com'te decided that six months was long enough time to give anybody to make their claims. Whether six months or twelve months, we should have a definite time.

Mr. Bingham: We found a settlement on a car of wheat exported via Galveston was not made until a year after the date of the contract and no return was made by the buyer to the seller for more than a year.

Mr. Sturtevant resumed the report of the com'te on trade rules which had gone over from Monday. He read an addition to cover carload weights of sorghums, etc., which had been overlooked the day before, and it was adopted. As printed, the change has been made in the report of Tuesday afternoon's proceedings.

Mr. Sturtevant: Mr. Goemann has presented a question with regard to Rule 12 as to responsibility of transmitter of the message.

Mr. Goemann's proposal that the sender prepay charges as embodied in the changed rule was adopted unanimously.

Mr. Sturtevant: The special com'te appointed to consider proposed changes to rules 6 and 7 by a vote of two to one have recommended that the matter be allowed to go over until the next convention. I really think that is the proper course to pursue. The matter is complex and is of considerable importance. The trade should familiarize themselves with those rules, and unless there is practical unanimity, it might be unwise to adopt them. I think the rule is a good one, the proposed

changes are good, and the more they are read and studied by the trade, the more I think they will like them, but we do not believe it would be well to insist they be changed at this time. The only change the com'te could agree upon was to eliminate the privilege of the shipper to ship to post office address, and we have prepared an amendment to the rule which eliminates that.

**Rule 6.—BILLING INSTRUCTIONS:** (a) In case grain is sold for three or five days' shipment, the buyer shall furnish billing instructions by wire on the date of sale, unless said instructions were embodied in the original articles of trade.

(B) The buyer shall be allowed three calendar days within which to furnish billing instructions on sales for deferred shipment and must furnish the said billing instructions any time after three days, when requested by the seller. Should the buyer, after expiration of the allotted three days, fail to furnish shipping instructions on demand, the seller shall have the right to elect either to sell the grain for the account of the buyer and charge the usual commission for so doing, or to cancel the contract at a fair market value and charge the loss, if any, to the buyer, twenty-four hours' notice having been given by the seller of his intention and election.

Shipping directions furnished by the buyer before the expiration of said 24 hours must be accepted by the seller.

Mr. Sturtevant's motion to adopt the foregoing amendment to rule 6 was seconded by Mr. Hutchinson, and carried.

Adjourned to Wednesday morning.

SHIPPERS who are anxious to determine the correct weight of grain they place in cars and to secure pay for every pound of it, will be deeply interested in the painstaking efforts of the terminal weighmasters to determine the correct weight of grain in cars upon their arrival at terminal elevators. The Des Moines convention of weighmasters and scale men which is reported quite fully in this number, clearly reflects the vigilant care with which they watch every load of grain in the earnest hope that none of it will escape before the weight of the load is determined. The excruciating care of these grain guardians should inspire shippers generally with a higher regard for the labor of the terminal weighmaster and his helpers in their efforts to obtain the correct weight of each load. If shippers gave one-half the thought and care to correctly weighing and safeguarding grain shipments, the number of shortages would be materially reduced.



Fourth Section Group Photograph of Some of the Grain Dealers at Des Moines, Ia., Oct. 2, 1923.



# Wednesday Morning Session

The Wednesday session was called to order by Pres. Watkins at 9:55 a. m.

S. M. Felton, of Chicago, Ill., pres. of the Chicago Great Western Ry., and also chairman of the Western Com'ite on Public Relations, delivered an address on the "Railroad Problem," in which he said in part:

## The Railroad Problem.

In view of the agitation now going on for reductions of freight rates on grain, and also for very radical railroad legislation, it is not surprising that many people wonder whether we are any nearer a satisfactory solution of the problem of railroad regulation than we were twenty years ago.

It is my belief, however, that if conditions from which the grain farmers, and especially the wheat farmers, are suffering could be remedied, we would quickly find we have advanced much farther toward a satisfactory solution of the problem of railroad regulation than we now seem to have. The fact is there is hardly any complaint at present about railroad service and very little complaint about railway rates, except from the grain farmers. A very large majority of the business men of the country are opposed to any radical changes in our present system of railway regulation in the near future, and I believe the same sentiment would prevail among the farmers if so many of them, especially in western territory, were not suffering from a wide disparity between the prices of their products and the cost of most of the things that they have to buy.

How little effect the changes in freight rates within recent years really have had upon the situation of grain farmers may be made clear by a few simple illustrations. The price of wheat in the Chicago market in September, 1913, before the war in Europe began, ranged from 70 to 77½ cents. Its price in September, 1923, ranged from 99 cents to \$1.04. The average price on the Chicago market in September, 1923, was roughly 27 cents more than ten years ago. How much higher are the freight rates on wheat for typical hauls than they were ten years ago? The rate from Yankton, S. D., and other representative shipping points in North Dakota and South Dakota to Minneapolis in 1913 was 9 cents a bushel. It is now 13 cents. This is an increase of 4 cents a bushel. The rate from Great Bend, Kansas, to Kansas City in 1913 was 8 cents. It is now 12 cents, this increase also being 4 cents. The rate from Hutchinson, Kan., to Minneapolis in 1913 was 15 cents, and is now 22 cents, the increase being 7 cents a bushel. These are typical hauls and the advances in the rates for them range from 4 to 7 cents, compared with an increase of about 27 cents in the price of wheat in the large markets.

Very little corn is exported, and therefore only the domestic rates upon corn need be considered. Corn sold in the Chicago market in September, 1913, for an average of 74 cents a bushel, and in September, 1923, for 85 cents a bushel. The increase in the average price was about 11 cents a bushel.

The freight rate on corn from Sheridan, Missouri, to Chicago in 1913 was 7.7 cents a bushel and is now 11½ cents, an increase of less than 4 cents a bushel. This is a long haul, being 480 miles. The rate from Allison, Iowa, to Chicago, a distance of 295 miles, in 1913 was 7.3 cents and is now 10.3 cents, an increase of 3 cents per bushel. The rate from Elizabeth, Ill., to Chicago, a distance of 143 miles, in 1913 was 4.6 cents a bushel and is now 7.3 cents, an increase of 2.7 cents a bushel. The increase in the price of corn in the Chicago market was 7 to 8 cents a bushel more than the increase in the rates for these different hauls.

The fact is that no reduction in the freight rates on grain which it is conceivable could now be made would be of any considerable direct benefit to the farmer unless he was given even larger reductions in the cost of other things he must buy and for which he pays far more in the aggregate than he does for the transportation of his products.

It is contended with great urgency that railway rates should be reduced to give relief to the grain farmers. But the railways can contend that the wages, prices and taxes they must pay should be reduced to give them relief with just as much justice as the farmers can contend that the prices they must pay should be reduced in order to give them relief. How can the railways reasonably be asked to reduce their rates further as long as the wages, prices and taxes they must pay remain so high?

The railways thus far this year have handled the largest freight business in history, and at the same time converted a car shortage into a car surplus. They have been successful in moving from the eastern lines to the western lines so many thousands of cars for grain movement that there has been little or no complaint from the farmers and grain shippers in west-

ern territory that they have not been able to get cars when they have wanted them.

This increase in the efficiency of operation has been due to the initiative of railway managements working under the stimulating conditions which prevail under private management, but which never have and never will prevail under government management.

The contrast presented by the radical policy being advocated by certain public men, on the one hand, and the constructive policy embodied in the Transportation Act, on the other hand, is apparent. The radical policy being advocated would not bring about substantial reductions of rates but it would bring about widespread railroad bankruptcy, cause increasing inadequacy of means of transportation, and paralyze the production and commerce of the country. The policy embodied in the Transportation Act already has brought about in the last two years far larger reductions of rates than this radical policy is adapted to cause. It has promoted a great increase in efficiency of operation and will cause an adequate increase in the capacity and an improvement in the service of the railways if it shall be carried out in the spirit in which the Transportation Act was enacted.

Prof. Royal H. Holbrook, of Iowa State College, Ames, Ia., delivered an instructive address on "The Fat of the Land," proving that the farmers of Iowa and neighboring states are rolling in wealth thru the development of natural resources of soil and climate. He told how the hens of Iowa lay an egg every second, but said nothing about the number of embryo voters born every day in Iowa and Minnesota who remain so ignorant that they vote for men of the Brookhart and Johnson demagog stripe to misrepresent them in Congress.

A. S. MacDonald of Boston, Mass., read an address by Eugene C. Dreyer, chairman of the grain products com'ite of the Grain Dealers' National Ass'n, Mr. Dreyer being present, but his voice having failed him, as follows

## Grain Products Com'ite Report.

The past year, in so far as progress and stability in the feed industry is concerned, has been a most satisfactory year. First of all, the Feed Control Officials of the United States at their annual meeting held in Washington last November, 1922, unanimously adopted the recommendations of the com'ite appointed the year before to draft uniform labels, tags and registration blanks. Representatives of twenty-one different states went on record in person to this effect, and since this meeting the State of Illinois has agreed to adopt this uniform program; the State of Vermont has adopted the uniform law; the State of Florida also had a bill introduced adopting the standards, rules and regulations of the National Feed Control Officials' Ass'n. This uniform label com'ite, of which I happen to be a member, representing the feed industry, also held another meeting at Louisville, Ky., under date of May 2, 1923, with a view of acting on some suggestions that were made at the annual meeting in November preceding. And I am pleased to advise that this com'ite has now what we think arrived at almost a perfect set of uniform labels and registration blanks, which will be presented before the annual meeting of the Feed Control Officials of the United States in Washington during November of this year and we have every hope of these final recommendations likewise being unanimously adopted. This is certainly a very large step forward.

The State of Iowa during the past year attempted to pass a rather drastic feed law, with a view of incorporating moisture and ash content in connection with the guarantee on various feeds, and am pleased to advise that this measure, through the co-operation of various ass'ns and the Feed Control Officials, was defeated. This certainly would establish a very dangerous precedent.

Confirmations.—You are undoubtedly familiar with the controversy between D. A. Stickell & Sons of Hagerstown, Md., versus J. L. Boyer of Woodstock, Va., covering a car of cottonseed meal. The correspondence is too lengthy to introduce here, but to be brief, it is a case covering the sale of a car of cottonseed meal made by telegram on which the seller forwarded a confirmation which was not signed by the buyer. The market declined, the buyer refused to accept, resulting in a loss of \$750. Your com'ite is not in full possession of the facts surrounding this case, but Messrs. Stickell & Sons advise that the court, after hearing both sides, stated that there was no doubt that both parties felt themselves under contract, and Mr. Boyer should have advised Stickell & Sons if their

confirmation was not in accordance with Stickell's understanding. But in as much as Stickell & Sons' confirmation contained conditions that were not included in the wire, then it was not a regular confirmation and Boyer was not bound to accept, and because of this, the court allowed the buyer the decline in the market.

Your com'ite suggests that your Association look into this matter with a view of acquainting your members with just what procedure to follow on telegraphic or letter quotations.

The National Trade Rules Governing Transactions in Feeding Stuffs have worked out very nicely. There has been very few controversies in as much as these rules have clearly defined both buyers' and sellers' rights, with the exception of Rule 15. Com'ites have been working on this rule for the past year.

Your chairman attended a meeting held in Minneapolis, Sept. 5th, 6th and 7th in connection with Secretary Wehman, of the United States Feed Distributors' Ass'n; Mr. McCrea, Chairman of the Feeding Stuffs Com'ite of the Millers' National Federation; Mr. Don Lowell, who is in charge of the feed department of Washburn Crosby Company of Minneapolis, and who is also a member of the Grain Dealers' National Grain Products Com'ite; and Mr. Hempstead, Sec'y of Pillsbury Flour Mills, formerly a leading attorney of Minneapolis.

These recommendations were fully discussed in a meeting of the United States Feed Distributors' Ass'n, held on Monday and Tuesday of this week; they were also placed before a joint meeting of your Ass'n which was held here yesterday afternoon, and were fully approved by both.

Your Com'ite asks that the Ass'n will please likewise go on record in the adoption of these corrections in the Trade Rules Governing Transactions in Feeding Stuffs. I may mention here that there are very few organizations that have not as yet adopted these rules and they are only holding off for the reason that they know there were some corrections to be made. But I have every assurance that if these corrections are finally approved here they will likewise adopt same. These corrections are the results of the efforts of several of the leading millers and Feed Jobbers during the past year who have carefully considered every angle before finally agreeing to same.

I am pleased to advise that the United States Feed Distributors' Ass'n have empowered me to file their application for affiliation with your Ass'n.

The rules referred to by Mr. Dreyer were not read.

His report was adopted.

Mr. Hutchinson: As we have a feed arbitration com'ite and as the feed trade rules are different from those of the grain trade, I move the rules be adopted.

Mr. Sturtevant: The com'ite felt the rule was such a good thing we ought to adopt it for the grain trade.

The feed trade rules were unanimously adopted as amended and are published complete elsewhere in this number of the Journal.

Pres. Watkins called for several of the com'ite reports which had been scheduled for Wednesday afternoon, but the com'ites had no reports.

O. P. Hall of the auditing com'ite reported the accounts correct.

Mr. Horner read the resolutions prepared by the com'ite and they were unanimously adopted, as follows:

## Resolutions.

### The National Transportation Institute.

Whereas, there has been organized The National Transportation Institute whose object is the collection, careful compilation and public dissemination of the facts and figures in reference to our entire Transportation System.

RESOLVED, that we express our approval of this work and request that our Transportation Committee cooperate in every way possible with the National Transportation Institute.

### Deplore Class Legislation.

Whereas, the Fathers of our Country founded this Government on the ideal and constructed it on the principle of a representative Republic, giving us the Federal Constitution, which so clearly defines and so definitely guarantees the equality of all men before the law, and,

Whereas, there is a growing and widespread tendency to class consciousness, and class purpose, seeking class aggrandizement thru special favors at the hand of Government, both State and National, and,

Whereas, the Senators and Representatives in Congress, instead of steadfastly refusing to depart from the glorious principles and political traditions of our Government, lend themselves, their influence and their power to the consummation of the designs of those who seek to give effect to selfish class purpose thru the emas-



lation of the Constitution, the passage of discriminatory laws, and the creation of extraordinary and dangerous bureaucratic powers, and,

Whereas, to make more effective their pledges of service to class interest, Senators and Representatives are deserting party lines and political principles and forming themselves into blocs, making irresistible their efforts to put over class legislation, therefore be it

**RESOLVED**, that the Grain Dealers National Ass'n in convention assembled deplores the spirit of class purpose and class aggrandizement thru discriminatory governmental action, and especially condemns those who give encouragement to this spirit by making effective the designs of those seeking class legislation.

## Would Abolish War Tax on Messages.

Whereas, there was introduced in the last Session of Congress, but not passed, a Bill known as H. R. 9933, the purpose of which was to abolish the War Tax on telephone and telegraph charges, and,

Whereas, the Congress has abolished the War Tax on freight passenger fares and express charges, but has permitted the tax on telegraph and telephone tolls, and,

Whereas, the tax amounts to approximately 15% of the tolls charged, thus increasing the cost of doing business, inevitably widening the spread between the prices paid the producer and the prices charged the consumer, therefore be it,

**RESOLVED**, that the Grain Dealers National Ass'n respectfully urges on Congress the necessity of eliminating the tax on telegraph and telephone charges.

## Against Tampering with Supreme Court.

Whereas, there is rife at the present time a clamour for the limitation of the jurisdiction and for the restriction of the powers of our judiciary, and,

Whereas, our courts have always been the bulwark of the liberty and rights of the people of the United States, and have ever shown peculiar wisdom and honesty in the upholding of these liberties and rights, therefore be it,

**RESOLVED**, that we affirm our faith in the integrity and wisdom of our judiciary and express our conviction that its inviolability and supremacy should never be abridged.

## To Retain Senator Cummins on Commerce Com'ite.

Whereas, the relationship of our government to our railroad situation is at the present time particularly delicate and of vital interest to every citizen of the United States, and,

Whereas, it would be especially difficult when we are assembled in the home city of Senator Albert D. Cummins for us to be unmindful of his long, intelligent, faithful and constructive service on the Interstate and Foreign Commerce Com'ite.

Whereas, it is rumored that Senator Cummins contemplates retiring from the Chairmanship of the Transportation Com'ite, therefore be it

**RESOLVED**, that we view these rumors with alarm and we respectfully urge Senator Cum-

mins to forego his personal inclinations and submit to the emergency of the present situation and again consent to serve as Chairman of the Com'ite on Interstate and Foreign Commerce of the United States Senate and again afford this country the benefit of his ripe experience, constructive ideas and peculiar knowledge of transportation legislation.

## For an American Merchant Marine.

Whereas, the recent War established importance of sea power to a nation, and proved beyond dispute that a country, however great in other respects, could not maintain itself unless its access to the oceans of the world was unchallenged and its Flag well established on the waters, and,

Whereas, it is inconceivable that this great country—perforce an exporting one, should be content to have its products carried abroad by ships of other nations, therefore be it,

**RESOLVED**, that the Grain Dealers National Ass'n earnestly urge that the legislation espoused by our late lamented President be enacted by the next Congress, and proper steps be taken to the end that the American Flag may take its pre-eminent place on the seas.

## For Repeal of Capper-Tincher Law.

Whereas, there was passed by the Federal Congress, at the behest of agrarian agitators, what is known as the Capper-Tincher Bill, and,

Whereas, the effective operation of this law has been of sufficient duration to prove the contention of those who defended the practices of the Grain Exchanges as honorable, effective and necessary instruments of Commerce, and to disprove the contention of those who asserted they were inimical to the Agricultural Interests of the Nation, and,

Whereas, the business of the Exchanges has suffered severe and disastrous diminution and agricultural values wholly unwarranted declines, and,

Whereas, the supervisory control by Government is a deterrent, the inevitable publicity a risk, and discretionary power invested in a political governmental official, a threat, all of which multiplies the danger of speculation, introducing elements of uncertainty not hitherto experienced, and

Whereas, the broadening powers and constantly expanding functions of Government are destroying individual initiative and enterprise, increasing the burden of taxation, accomplishing nothing but the creation of more offices and office holders, therefore be it

**RESOLVED**, by the Grain Dealers National Ass'n in Convention assembled, that the repeal of the Capper-Tincher Act be urged upon Congress.

## Removal of Revenue Tax on Grain Transactions.

Whereas, the revenue tax on grain transactions was enacted as a war measure, and such similar taxation has in most cases now been removed, and,

Whereas, there is no proper reason why the grain business should be singled out for such special taxation, which is proving a burden to

the grain trade and is being directly reflected in the cost of handling grain products, and,

Whereas, a removal of this tax would not only prove a benefit to the farmer, but would also tend greatly to improve and broaden the speculative trade so essential to the stabilization of grain prices, therefore be it,

**RESOLVED**, that the Grain Dealers National Ass'n urge Congress to remove this tax without delay.

## Abolition of Federal Trade Commission Urged.

Whereas, the public press has, during the past few days, carried summaries of a recent report of the Federal Trade Commission, wherein are contained certain figures and comments in reference to the gross margin of profit of the various branches of the grain trade, and

Whereas, altho we have not detailed figures from which these conclusions and comments are derived, we are unable to point out the precise errors, it is evident that the figures furnished are grossly and palpably erroneous, and the comments and conclusions are unfair, misleading and absolutely unwarranted, and

Whereas, such statistics and comments on the grain trade have previously emanated from the Federal Trade Commission, which bear every evidence of having been carefully assembled for the support of conclusions previously formed, and,

Whereas, the activities of the Federal Trade Commission have become essentially destructive to honest, intelligent and individual business endeavor, and the maintenance of this bureau has assumed a cost of serious and alarming proportions,

**RESOLVED**, that we recommend that the Federal Trade Commission be abolished, and the few functions thereof, which may be deemed necessary, be combined with the Department of Commerce.

## Afford Railroads Opportunity to Reduce Cost of Operation.

Whereas, we are deeply concerned over the high cost of railroad transportation at the present time and realize that this cost is a serious deterrent to the full and free flow and interchange of commodities, and,

Whereas, we know that, in spite of the present rates of transportation, which seem exorbitant, few of our railroad systems have been able to show the net return on their valuation which has been suggested by Congress as necessary and proper, and,

Whereas, we know that this situation is in large measure caused by conditions beyond the control of the managements of these railroads and that their efficiency is seriously impaired by the action of Congress and our various State Legislatures in passing such legislation as the Adamson law; by the imposition of excessive taxation, and by the necessarily burdensome results of public regulation, therefore be it,

**RESOLVED**, that, while we feel the necessity of a very material reduction in freight rates, we desire this reduction only when it is evident that such action will not jeopardize the ability of our railroads to maintain their proper



Fifth and Last Section of Group Photograph of Dealers at Des Moines, Ia., on Oct. 2, 1923.



physical and financial condition and secure an adequate return on their investment and we believe that the efforts of ourselves and the general public can at present be best employed by an attempt to lighten this excessive taxation; repeal this unjust legislation; alleviate the burdens of public regulation, and by such constructive measures afford the railroads an opportunity to so reduce their cost of operation as to permit a material reduction in freight rates without injury to themselves or injustice to their security holders.

Mr. Eikenberry: Your com'te on nominations begs leave to report the following names:

Pres., F. E. Watkins, Cleveland, O.; 1st v. p., F. G. Horner, Lawrenceville, Ill.; 2d v. p., Elmer Hutchinson, Arlington, Ind.

Directors: John Stark, Kansas City, Mo.; C. D. Sturtevant, Omaha, Neb.; A. S. MacDonald, Boston, Mass.; L. C. McMurtry, Pampa, Tex.; S. C. Armstrong, Seattle, Wash.; H. M. Stratton, Milwaukee, Wis.; A. H. Meinershagen, Higginsville, Mo.; J. W. Greer, Minneapolis, Minn.; W. J. Edwards, St. Louis, Mo.; W. G. Kirkpatrick, Great Falls, Mont.; John Coup, Saginaw, Mich.; H. B. Fowler, Charlotte, N. C.; A. H. Hankerson, San Francisco, Cal.; E. H. Beer, Baltimore, Md., and Donald Daily, Rochester, N. Y., and recommend their election.

Unanimously elected.

Mr. Watkins thanked the members for their co-operation during the past year.

Adjourned *sine die*.

### Entertainment of the Ladies.

There are several kinds of hospitality in this changing world of ours—showy and snobbish, boozy and boisterous, surface or sincere, but the particular brand of whole-hearted and always-on-the-job kind of the Des Moines hostesses certainly won the appreciation of the visiting ladies who attended the 27th annual convention.

On Monday evening the ladies enjoyed being privileged to attend the Music Revue and the Corn Carnival with the gentlemen. Most wives are so well-trained and resourceful that they do not expect attention during business(?) hours, but they look forward to the evening frolics and comradeship of the men at close of day.

The Music Revue presented artists of note and ability. The Des Moines Chanters were enchanters and have a state-wide reputation. The Corn Carnival of dance and song and rooster-crowing (Gee, wasn't she a chanticleer?) made the men sit up. Some of the audience wanted to go right down into the barnyard where the hen clucked and the cock a-doodle-doo-ed.

The program was arranged by Mabelle Wagner Shank, who also directed the music and dancing at the Tuesday luncheon at the beautiful Wakonda Country Club.

The hostesses at the luncheon were especially gracious and attentive. The chairman, Mrs. George A. Wells, earning the pet nickname of "Cricket" because she was everywhere. She was assisted by Mesdames Clark Brown, Courtney, Casebeer, Robert Harper, John T. Harper, Herbert Stakley, M. S. Stakley, Charles A. Tower, Frank Hall, W. H. Ransom, Ames Tischer, William Ainsworth, Frank R. Pagett, Charles A. Godfrey, T. J. Patton, Ward, Lake, Cowl, McFarlin, Tiercey, Case and Rowland.

Many of these hostesses took the ladies for long drives to the Hyperion Country Club with its panoramic view, to the capitol, so admirably located, past the many parks (23—is it?), and best of all down the streets of lovely homes—real homes with large grounds and glorious maples, birches and large oaks. To appreciate Des Moines one must see her homes, know her womanly kindly women and gain the pleasant friendships with her alert, sane and wholesome grain men.

THE Corn Products Refining Company is loading out over 100,000 bushels of winter shelled corn from its elevator at North Kansas City.

### In Attendance.

From South Dakota came Elmer H. Sexauer, Brookings.

Boston was represented by A. S. McDonald and Matthew D. Benzaquin.

The Cedar Rapids delegation included E. H. Bingham, C. A. Davis, R. C. Jones, Oscar Kemp, Ray Murrel of Ray Murrel Grain Co., and S. W. Wilder.

J. M. Paul and T. M. and J. S. Waxman represented Lincoln.

From Oklahoma came E. V. Mashburn, Shawnee.

Iowa shippers included: C. E. Adkins, Fernald; Arthur Allen, Panora; A. S. Anderson, Melbourne.

Wm. Bakley, Ogden; N. S. Beale, Tama; C. E. Beall, Williams; E. A. Beneke, Palmer; Roy Bennett, Boone; O. B. Berhow, Huxley; C. G. Biddison, Leon; F. C. Bitter, Storm Lake; J. W. Bockwitz, Garden City; A. Brackney, Clemons; P. F. Brown, Nemaha; J. W. Brown, Webster City; S. A. Brush, Chelsea; C. C. Buck, Iowa Falls; C. A. Bulpitt, Ft. Dodge; A. A. Burke, Randall; J. L. Burt, Wilke; W. R. Burt, Clarion.

J. S. Campbell, Oakland; W. H. Cannon, Paulina; F. D. Cathcart, Kingsley; C. Christenson, Mallard; C. E. Christianson, Popejoy; W. W. Cooper, Sac City; Delbert Cramer, Grand Junction; J. E. Craven, Kellogg; Elsa Crawford, Olds; O. V. Critz, Emmetsburg; Charles C. Davis, Denhart; Lee Davis, Scranton; M. C. DeLong, Washington; M. E. DeWolf, Spencer; C. DeVries, Aurelia; Bert Dow, Davenport; C. W. Edgington, Gilmore City; E. Emory, Osceola; O. B. Fisk, Curley; F. H. Fitzgerald, Ft. Dodge; R. R. Frazier, Marshalltown; H. Frerichs, Wellsburg; A. J. Froning, Lonsdale; Froning, Webster City; E. J. Funk, New Hampton.

John Gannon, Valeria; John Gibson, Meriden; Elmer H. Goodman, State Center; Harlan Gossick, Fairfield; W. G. Goy, Tabor; Wm. Grettenberg, Coon Rapids; C. Van Grundy, Pocahontas; P. J. Guthrie, Elkhart; F. A. Haase, Zeeland; J. E. Hale, Collins, Ia.; Geo. Hall, Weldon, Ia.; R. W. Hall, Webster City; H. Harrington, North English; C. E. Harris, Williamsburg; L. W. Hess, Traer; C. J. Hesson, Newburg; E. O. Hocum, Newell; A. J. Hocum, Varina; E. J. Hood, Pioneer; Howard M. Holmes, Shenandoah; W. E. Howell, Martinsdale; Frank Huska, Bradford.

Robert Jark, Colo.; R. L. Jamison, Hedrick; Ben Jaspers, Cleves; H. E. Jenks, Gilman; J. D. Johnson, Kanawha; J. Roy Johnson, Alleman; O. J. Kaschmitter, Whitemore; D. H. Keith, Goldfield; J. E. Kennel, Fremont; H. E. Ken-singer, Greene; A. P. Kilmartin, Malvern; Edwin Kirchma, Cumberland; P. P. Kohns, Cherokee.

R. B. Lacey, Varna; L. W. Larson, Rolfe; S. H. Lamis, Eddyville; C. A. Lawler, Woden; C. T. Likins, Ft. Dodge; C. T. Likins, Lundgren; S. Longdeman, Marcus; J. L. Lowry, Buckeye; H. E. Luke, Geneva; G. D. Mabie, Gilbert; C. B. Martin, North English; J. W. Martin, Otho; Arthur McCabe, Madrid; C. H. McDermott, Fontanelle; John H. McIlwaine, Storm Lake; J. F. McNally, Victor; Morris McNie, Hampton; M. B. McVeigh, Kamrar; M. M. Mendell, Laurens; H. G. Miller, Klemme; J. F. Miller, Humboldt; F. D. Milligan, Jefferson; N. J. Minnis, Harcourt; H. D. Moore, Belmond; O. B. Moorhouse, Glidden; H. C. Morgan, Allerton; O. K. Morrison, Laurel; Geo. Moulton, Fonda; H. F. Mueller, Grand Mound; L. E. Munsinger, Ames; John Neesen, Holland; A. M. Nelson, Manson; D. J. Peters, Wellsburg; H. C. Pote, Marengo.

W. E. Reynolds, Churdan; D. J. Riekema, Wellsburg; F. W. Roberts, Evely; J. F. Roberts, Lone Tree; T. S. Rougo, Thor; M. C. Rucker, Gladstone; E. H. Rudloff, Manson; Fred F. Rugge, Evely.

D. T. Schaal, Woodward; W. G. Schneckloth, Gladbrook; E. R. Schlosser, Colfax; Chas. Sherret, Wiota; Myron Shipman, Atlantic; Chas. Skewis, Storm Lake; H. E. Smit, Traer; J. C. Smith, Grundy Center; Elmer F. Soderlund, Martin E. Soderlund, Madrid; Geo. Stephens, Macedonia; G. A. Stibbens, Creston; Fred Stiffler, Norwalk; George Stock, Lone Tree; Geo. O. Strom, Sioux Rapids; J. E. Thorp, Cooper; E. H. Tiedeman, Fonda; M. H. Tjaden, Wellsburg; Jesse Tow, Le Grand; A. B. Traeder, Odebolt; Fred E. Trainer, Ackley; C. E. Voyles, Meriden.

E. R. Wagner, Ankeny; R. Welsh, Auburn; R. B. Wheeler, Adair; Wm. Wheeler, Adair; O. L. White, Linden; Fred S. Whiting, Wauke; C. A. Wildman, Menlo; W. A. Wilkin, Albia; F. L. Williams, Arispe; Howard A. Wilson, Spencer; R. S. Witter, Dawson; Thos. Woof, Stuart.

Texas dealers included: W. R. Archer, Houston; J. E. Bishop, Houston; G. E. Blewett, Ft. Worth; J. C. Brackett, Ft. Worth; B. E. Clement, Waco; Geo. C. Henderson, Ft. Worth; E. R. Kolp, Ft. Worth; W. W. Manning, Ft. Worth; L. C. McMurtry, Pampa; Jas. T. Rayford Grain & Elev. Co., Sherman; Chas. P. Shearn, Jr., Houston; Bert K. Smith, Ft. Worth.

Illinois shippers included: H. I. Baldwin, Decatur; W. H. Boles, Gridley; J. B. Craig, Jr., Cadwell; W. E. Culbertson, Secy., Illinois Grain

Dealers Ass'n, Champaign; C. E. Graves, Weston; J. A. Harrison, Bloomington; Ralph Hasenwinkle, Bloomington; F. G. Horner, Lawrenceville; C. C. Miles, Peoria; J. W. Prather, Williams; Chas. T. Rees, Bradford; Frank Ware, Butler; Chas. Shelby, Paxton; E. M. Wayne, Delavan; B. S. Williams, Sheffield.

Indiana shippers included: H. H. Bingham, Bingham Grain Co., Indianapolis; H. H. Dean, Bluffton; P. E. Goodrich, Winchester; E. Hutchinson, Arlington; A. E. Reynolds, Crawfordville; C. A. Russell, Indianapolis; L. F. Westenfelder, Hammond; H. G. Wolf, Morris-town.

Missouri shippers included: V. T. Altes, Unionville; J. W. Boyd, Joplin; D. L. Boyer, Secy., Missouri Grn. Dirs. Assn., Mexico; J. J. Culp, Warrensburg; Wm. A. Fayman, Carthage; A. H. Meinershagen, Higginsville.

Ohio dealers included: E. F. Custenborder, Sidney; E. C. Eikenberry, Camden; Henry L. Goemann, Mansfield; O. P. Hall, E. A. Grubbs Grain Co., Greenville; J. W. McCord, Secy., Ohio Grain Dealers Assn., Columbus; J. H. Motz, Brice; Philip C. Sayles, Columbus; D. J. Schuh, Cincinnati; E. O. Teegardin, Duvall; E. E. Watkins, Cleveland.

From Buffalo came George B. Wood, of Seymour-Wood Grain Co.; Max Cohen, Sunset Feed & Grn. Co.; S. Lewis, J. J. Rammacher and E. W. Mitchell.

Calro was represented by Ira Hastings of Hastings-Stout Co., O. B. Hastings of Samuel Hastings Co., E. G. Pink of Pink & Co., J. B. Gillespie, Jr., Halliday Elvtr. Co., M. C. Culp, Chief Inspector, A. W. Lynch of Lynch & Co., and L. H. Hartman of H. S. Antrim Co.

Chicago firms were represented by Geo. E. Booth and L. F. Gates of Lamson Bros., Jack Brennan of J. E. Brennan & Co., F. Cheatle and B. L. Figeley of J. J. Badenoch Co., W. M. Christy of J. H. Dole & Co., J. J. Coffman and H. S. Klein of Bartlett-Frazier Co., Earl Disbrow of Lamson Bros. & Co., C. H. Dodd, Ed Doern of Pope & Eckhardt Co., Chas. L. Douglass, E. W. Bailey & Co., J. W. T. Duvel, Exchange Supervisor, Adolph and Roy Gerstenberg of Gerstenberg & Co., F. E. Glover, Wm. Hirschy of J. C. Shaffer Grain Co., Ed Hymers, E. A. James, Armour Grain Co., Adolph Kempner, J. A. Lowe, W. H. McDowell, W. A. Putnam of Pope & Eckhardt Co., E. E. Rice of Beach Wickham Grain Co., H. A. Rumsey of Rumsey & Co., Emil W. Stoek of Henry Rang & Co., W. W. Sylvester, A. R. Runks of Bartlett-Frazier Co., M. L. Vehon, J. H. Wheeler of Rumsey & Co., A. E. Wood and Ed. S. Yeisley of E. W. Bailey & Co.

From Peoria came Geo. W. Cole of Geo. W. Cole Grain Co., H. H. Dewey of W. W. Dewey & Son, H. H. Hamilton, Weighmaster Clay Johnson, John R. Lofgren, Secy Board of Trade, C. C. Miles of C. C. and P. B. Miles, Louis Mueller, Pres. Mueller Grain Co., E. R. Murphy, and Chief Inspector F. B. Tompkins.

Milwaukee was well represented by Chief Inspector A. A. Breed, Frank Bell of W. M. Bell & Co., R. G. Bell, A. E. Bush of Bush Grain Co., P. P. Donahue of Donahue-Stratton Co., E. H. Heinke, John C. Hensey, J. P. Hessburg of Froedtert Grain & Malting Co., L. J. Keefe, L. L. LaBude of LaBude Feed & Grain Co., R. C. Kerr, Weighmaster M. H. Ladd, J. H. Mallon, J. J. Murphy, H. A. Plumb, Secy Chamber of Commerce, J. M. Riels, Jr., G. R. Sickert, Deutsch & Sickert Co., F. H. Spearman, Jr., C. D. Thosen, and H. Wissbeck.

Minneapolis was represented by LeRoy D. Godfrey, J. W. Greer of Marfield Grain Co., Thornton W. Hall, Wm. A. Harter, H. E. Hughes, Don Kern, A. F. McCarthy, S. J. McCaul; Secy. Chamber of Commerce John G. McHugh; H. H. Tearse, W. L. Walter, E. K. Warner, Charles G. Wehmann, and J. H. Withey of Northrup King & Co.

Nashville's representatives included J. A. Daugherty, R. W. Hale of J. R. Hale & Sons, S. S. Kerr and Harry William.

From Omaha came C. W. Adams of Black Hawk Grain Co., J. T. Buchanan, C. A. Carey, S. S. Carlisle of Carlisle-Burns Grain Co., B. O. Holmquist, J. A. Linderholm of Crowell Elvtr. Co., Secy. Grain Exchange F. P. Manchester, Chester M. Martin, R. J. Moes, Chas. B. Neal, H. E. Nelson, Feed Supervisor, Fred Payne, John W. Redick, C. H. Wright and J. P. Zimmerman.

From Sioux City: L. C. Button of L. C. Button Co., A. F. Dougherty, Chas. Flanley, F. H. Hunting, Paul Larson, S. P. Mason and E. A. Sullivan.

St. Joseph's representatives included D. P. Moore, H. H. Savage, Carver L. Scholl of the A. J. Elevator Co., W. W. Simmons of Button-Simmons Grain Co., F. J. Watts of Gordon Grain Co., and B. W. Welsh.

St. Louis was represented by Lee R. Bryan of Kellogg-Huff Commission Co., Frank Bubb and Geo. C. Martin of Martin & Knowlton Grain Co., G. M. Davis, Weighmaster R. R. DeArmond, E. C. Dreyer, F. K. Fisher of Picker & Beardsley Corn Co., Otto Gates, Lynn B. Gordon of Marshall Hall Grain Co., H. M. Holmes, J. W. Jefferson, B. F. Jostes of Jostes-Lusk Grain Co., Arthur Kilz, W. J. Klosterman, W. L. Malkinus of Kellogg-Huff Com. Co., John L. Messmore, E. C. King of Nanson Com. Co., Harry



## Rules for Trade in Feedingstuffs.

[Continued from page 477.]

15th shall be considered the first half (this including February), the remainder of the month to be considered as second half.

(h) The date on original bill of lading, from point of origin, as shown on exchange bill of lading, shall be accepted as the original date of shipment; provided the shipment originates in the zone specified.

(i) Season shipments. Season shipments shall mean shipment any time, at the seller's option, between the date of sale and December 31 of the current year, inclusive.

(j) On all shipments the date of issuance of bill of lading, signed by the agent of the railroad issuing same, shall be conclusive evidence of date of shipment, unless conclusive evidence to the contrary can be shown.

**Rule 15—Directions.** Unless otherwise agreed in the contract, all sales are understood to be for shipment at Seller's option at any time during time of shipment specified or provided for in contract.

Specifications on sales for spot, immediate or quick shipment, or for shipment within less than fourteen (14) days, must be furnished by Buyer at the time contract is made; and if so furnished, Seller shall make shipment within time of shipment specified or provided for in contract.

Specifications on sales for prompt shipment must be furnished by Buyer as follows: if not demanded by Seller, specifications must be furnished within fourteen (14) days from making of contract, and if demanded by Seller at any time at or after making of contract specifications must be furnished within three (3) days after such demand; and if so furnished, Seller shall make shipment within fourteen (14) days after receipt of specifications.

Specifications on sales for shipment within fourteen (14) days or more but not more than thirty-one (31) days from making of contract must be furnished by Buyer as follows: if not demanded by Seller, specifications must be furnished within contract time; and if demanded by Seller at any time at or after making of contract, specifications must be furnished within three (3) days after such demand; and if specifications, whether demanded or not, are furnished by Buyer within three (3) days after making of contract, Seller shall make shipment within contract time.

Specifications on sales for shipment extending more than thirty-one (31) days from making of contract are not due from Buyer until commencement of contract time of shipment but must be furnished by Buyer as follows: if not demanded by Seller, specifications must be furnished by Buyer within contract time of shipment; if demanded by Seller at any time at or after commencement of time of shipment specified in contract, specifications must be furnished within three (3) days after such demand; and if so furnished by the Buyer provided the same are received by the Seller at least fourteen (14) days before the last day of contract time of shipment, Seller shall make shipment within contract time.

If, in any of the cases above mentioned and while the contract is still in force, specifications are furnished after the first three (3) days of time of shipment specified or provided for in the contract shall have expired, the time of shipment shall be extended so that Seller shall have the same amount of time after the receipt of specifications, within which to make shipment, as the length of time of shipment specified or provided for in the contract; and if so furnished, Seller shall make shipment within the time of shipment as so extended under the foregoing provisions.

If specifications are demanded by Seller and are not furnished by Buyer within three (3) days thereafter, in case last day of time of shipment is thirty-one (31) days or less from date of contract or within three (3) days after commencement of period of shipment in case last day of time of shipment is more than thirty-one (31) days from date of contract, Seller may, at any subsequent time before receipt of specifications, elect to treat the contract as broken and to hold the Buyer for breach of contract. If the Seller so elects, Seller shall give notice to Buyer of such election by sending a telegram or mailing a letter to Buyer before the receipt of specifications.

The contract shall be deemed broken by the Buyer at the expiration of the time of shipment mentioned or provided for in the contract, in either of the following cases, viz.: (1) If Seller does not demand and Buyer does not furnish specifications within the time of shipment specified or provided for in the contract; or (2) If specifications are demanded by Seller during contract time, and Buyer has failed to furnish the same in accordance with the foregoing provisions, and the Seller has not during contract time given notice to Buyer of the Seller's election to treat the contract as broken. If the Seller elects to hold buyer for breach of contract, the Seller shall give notice to the Buyer of such election by sending a telegram or mailing a letter to the Buyer prior to noon of the day following the expiration of the time of shipment specified or provided for in the contract.

If a Buyer violates any of the other terms of the contract, amounting to breach of contract, the Seller shall, if it elects to treat the contract as broken by reason thereof, give notice of such election to Buyer by sending a telegram or mailing a letter to the Buyer prior to noon of the day following the day on which the Seller receives notice of such violation by the Buyer.

In the event Buyer fails to furnish specifications as required under these rules, or violates any of the other terms of the contract, amounting to breach of contract, and the Seller gives due notice, as above provided, of its election to hold the Buyer for breach of contract, the Seller shall have the following rights:

(A) To resell goods in the open market for Buyer's account; Buyer to pay Seller the loss incurred; or,

(B) To retain goods, Buyer to pay Seller difference between contract price and market price in the event of market price being lower, and also in addition thereto such actual expense as shall have been incurred.

(C) To cancel the contract on any unshipped portion thereof.

(D) Seller must notify buyer within twenty-four (24) hours after expiration of contract which one of the above rights he elects to exercise.

Within twenty-four (24) hours after the Seller gives due notice, as above provided, of its election to hold the Buyer for breach of contract, the Seller must give notice to the Buyer which one of the above rights Seller elects to exercise, such notice to be given by mailing letter or sending telegram to Buyer.

If the Seller fails to ship as required by the contract or violates any of the other terms of the contract, amounting to breach of contract, the Buyer shall if it elects to treat the contract as broken by reason thereof, give notice of such election to the Seller by sending a telegram or mailing a letter to the Seller prior to noon of the day following the day upon which the Buyer receives notice of such violation by the Seller.

In the event Seller fails to ship as required under these rules or violates any of the other terms of the contract, amounting to breach of contract, and the Buyer gives due notice, as above provided, of its election to hold the Seller for breach of contract, the Buyer shall have the following rights:

(E) To cancel that part of the contract upon which there has been default; or,

(F) To buy in the open market a like quantity and quality of feedstuffs for Seller's account, Seller to pay Buyer the loss incurred; or,

(G) Seller to pay difference between the contract price and market price, if the market price is higher than the contract price, and in addition, such actual expense as shall have been incurred.

Within twenty-four (24) hours after the Buyer gives due notice, as above provided, of its election to hold the Seller for breach of contract, Buyer must give notice to the Seller which one of the above rights Buyer elects to exercise, such notice to be given by mailing letter or sending telegram to Seller.

In event the Buyer's notice is not received by the Seller at any time before shipment, the contract shall be extended so as to include the shipment and delivery when made.

A change in specifications previously filed with the Seller does not extend any contract except upon mutual agreement at the time such change is requested.

**Rule 16—Registration.** On sales of feedstuffs the seller guarantees that the feedstuffs shall comply with the laws of the state into which it is sold, including registration and tax, if any, unless otherwise agreed at the time of sale.

**Rule 17—Refusal of shipment.** Failure to make any shipment in keeping with the terms and conditions of a contract, shall be grounds for the refusal only of such shipment or shipments and not for the rescission of the entire contract or any other contract between buyer and seller.

**Rule 18—Arbitration.** In cases of arbitration of disputes resulting from transactions in feedstuffs, where one or both parties to the dispute are members of trade associations or exchanges that have adopted these rules, these rules shall define the rights of the parties and shall be the basis of award.

AN AVERAGE of about one out of every five farms in Michigan has been abandoned, according to a survey completed by Verne H. Church, federal agricultural statistician for Michigan. Mr. Church, accompanied by a representative of the federal department of agriculture, made a tour through the state. The abandoned farms along the route were counted and it was found that 20.5 per cent of the farm homes were empty. The greater portion of the abandonments are in northern Michigan, Mr. Church said. In some counties in the upper part of the lower peninsula the percentage of deserted homes ran over 30.

C. Noland and F. C. Orthwein, Jr. of W. D. Orthwein Grain Co., Rob't F. Scott, G. A. Stibbens and Chester L. Weekes.

**From Kansas City** came the following: Luke J. Byrne, Carl Congleton of Watkins Grain Co., O. Denton, K. B. Dummond, Ewing Duval, F. L. Ferguson, C. H. Fontaine, H. C. Gamage, Moore-Seaver Grain Co., W. M. Sloan and E. M. Hibbs of B. C. Christopher & Co., L. M. Hicks, W. B. Lathrop, M. J. Lawless, E. L. Morris, Fed. Supervisor, M. T. Moritz, H. J. Scott, Oria A. Severance, John Stark, E. R. Stripp, J. A. Thais, F. A. Theis of Simonds-Shields-Lonsdale Grain Co., Paul C. Trower of Davis-Noland-Merrill Grain Co., Paul Uhlmann of Uhlmann Grain Co., and I. Updike.

**Pennsylvania** dealers included: W. O. Fehling, Philadelphia; Frank J. Montmore, Richardson Bros., Philadelphia; L. E. Newsome, Pittsburgh; W. B. Stites, Philadelphia; D. J. Sullivan, Philadelphia.

**Tennessee's** delegation included: Embury E. Anderson, Walter M. Browne, Lee G. Hill and C. G. Robinson of Scruggs-Robinson Co., from Memphis; Alfred English, Franklin; and Harry Winer, Chattanooga.

**From Baltimore** came Oscar M. Gibson, J. A. Peterson and D. H. Larkin.

**Louisville** was represented by John S. Green and Harry A. Volz.

**Kansas dealers** included: P. N. Allin, Coffeyville; F. A. Derby, Topeka; V. M. Harris, Colby; Joseph Janousek Ellsworth; L. A. Pribble, Salina; Carl W. Yount, Atchison.

**Michigan dealers** included: S. Mowat, Detroit; R. M. Kenk, Harbor Beach.

**Minnesota's** delegation included: F. C. Davis, Mankato; Chas. Evers, Jackson; B. P. St. John, Worthington.

**From Nebraska** came: Chas. H. Graham, Smithfield; J. W. Hutchinson, Central City; T. B. King, Central City.

THE LARGE grain elevator at Reval, owned now by the government of Esthonia, has been leased for a period of 12 years by the Soviet government of Russia for the export of rye to Denmark and Germany.

ACCORDING to an Anti-Soviet paper, published in Berlin, arrangements for the export of Russian grain are not working out so favorably as anticipated. The necessary funds for acquiring the grain have not been forthcoming in time and the peasants have been compelled to sell their grain to speculators at half the proper price. Now they are refusing to sell at all and are holding for better prices. A correspondent of the Corn Trade News, in Belgrade, who is an authority on the Russian situation, states that in his opinion, the Soviet Government are sure to experience enormous losses in the handling of grain export owing to the huge cost of Government trading, or control, and this may quickly lead to a resumption of export by private firms. The export of grain will certainly continue, but the quantities sent abroad may be very different from the expectations and published estimates of the Soviet Government.

## Chief Grain Inspectors Ass'n.

The Chief Grain Inspectors celebrated the 21st anniversary of the organization of their Ass'n by meeting Tuesday morning in the Oak Room of Hotel Ft. Des Moines. Just 21 years before the first meeting of Chief Inspectors of the United States had been held at Des Moines and the Ass'n organized. Since that time the Chief Inspectors have met in annual conventions during each annual convention of the Grain Dealers National Ass'n. The following officers were elected: D. H. Larkin, Pres., Baltimore, Md.; A. A. Breed, V-P., Milwaukee, Wis.; and F. B. Tompkins, Secy-Treas., Peoria, Ill.

Among chief inspectors and warehouse commissioners in attendance were the following: W. O. Atkeson, Kansas City, Mo., A. A. Breed, Milwaukee, Wis., Harry R. Clark, Omaha, Neb., M. C. Culp, Cairo, Ill., M. C. Fears, Kansas City, Mo., S. P. Fears, New Orleans, La., E. W. Feidler, Chairman Wis. Grain & Warehouse Co., Superior, Wis., A. V. Fischer, Des Moines, Ia., R. Gibbs, Chief Deputy Insp., St. Paul, Minn., H. T. Hanks, Terre Haute, Ind., D. H. Larkin, Baltimore, Md., Paul Larson, Sioux City, Ia., G. H. Tunell, Minneapolis, Minn., A. McMillan, Superior, Wis., F. B. Tompkins, Peoria, Ill.



## Feedstuffs

WYMORE, NEB.—The feed establishment of C. C. Ellis has been destroyed by fire; loss \$2,500.

LANSING, MICH.—The Saier Feed Co. has increased its capital stock from \$5,000 to \$10,000.

VINITA, OKLA.—Lyman is opening a feed store in the Burckhalter Bldg., which is being repaired.

ST. JOSEPH, MO.—An addition of 100,000 bus. storage capacity has been completed by the Excelsior Feed Milling Co.

CENTERVILLE, KAN.—A new building is being erected by I. J. Quaintance where he expects to run a feed business.

TRAER, IA.—The Farmers Elevator Co. has erected a feed house 20 x 40 ft. and will put in a full line of mill feeds.

BOONVILLE, ARK.—The feed barn of Bentley Bros. was destroyed by fire recently. The building was worth \$1,000.

EDGERTON, MICH.—The feed mill of Dave Monroe, purchased by Ed. Robinson a year ago was destroyed by fire at 2 a. m., Sept. 22.

MONMOUTH, IA.—The feed mill and residence of Chas. Long has been purchased by Lee Ripperton, possession to be taken Oct. 1.

CARSON CITY, NEV.—A fire, due to an explosion destroyed the feed storage warehouse of Victor Lambertucci, Sept. 12, with a loss of \$3,500.

PINE BLUFF, ARK.—J. R. Roux has been employed to take charge of the distributing of poultry and dairy feeds for the Whyte Commission Co.

ARLINGTON, WASH.—A contract has been let by Robert Shaw of the Arlington Feed Co., to replace his wooden building with a concrete structure.

CHICAGO, ILL.—The Frank T. Liddy Co. has been incorporated with \$5,000 capital stock by Frank T. Liddy, Loretta Liddy and John V. Katzmark.

BUFFALO, N. Y.—E. W. Stuhler of Minneapolis has been appointed sales manager for the Archer-Daniels-Midland Co., as successor to L. R. Beath.

DETROIT, MICH.—W. H. Bauma, head of the feed department of the Caughey-Jossman Co., has resigned to go with the C. E. DePuy Co. at Pontiac, Mich.

BRANTFORD, ONT.—The Brant Feed & Seeds Co. has been incorporated with \$40,000 capital stock, by G. E. Wood, J. H. Dunsdon, A. L. Smith and others.

HOWARD CITY, MICH.—Vernon Robinson has ordered a feed grinding outfit to be operated in connection with the elevator just opened for the Howard City Marketing Ass'n.

MERIDIAN, IDA.—The building which the C. H. Green feed store occupies was damaged to the extent of \$2,000 recently by fire which destroyed numerous surrounding buildings.

PARAGOULD, ARK.—P. E. House has sold his interest in the House-Jones Co., and will engage in the retail sale of flour and feed. He will put in a mill to make chops and meal.

### Feed Movement in September.

Receipts and shipments of feedstuffs at the various markets during September compared with September, 1922, were as follows:

	—Receipts—		—Shipments—	
	1923	1922	1923	1922
Baltimore, tons	1,638	1,820		
Chicago, lbs.	31,207,000	35,285,000	111,680,000	107,055,000
Milwaukee tons	10,370	9,902	19,185	17,999
St. Louis, sks.				
bran	89,800	95,600	116,450	116,035
Kansas City, tons				
bran	3,100	5,900	2,340	18,240
New York, tons				
bran	330			
Peoria, tons	29,540	19,600	24,780	19,615

MILWAUKEE, WIS.—A feed warehouse with a capacity for 1,500 tons has been completed by the Dadmun-LaBudde Co. at North Milwaukee, to supply dealers within 40 miles by truck.

BENTON, ARK.—Herman F. Hyatt, mgr. of an out of town firm for several years has opened a business of his own. He has made connections with the Oglesby Feed & Elevator Co. of Ft. Smith, Ark.

LUBBOCK, TEX.—The frame building of Jackson Brothers, which has been occupied by the A. F. McDonald Feed Co., will be moved to the rear of the lot and a modern brick building be erected in its place.

FREEPORT, ILL.—C. L. Dexter and H. J. Brau, who have been conducting the Stephenson County Feed Co., changed the name Oct. 1 to Dexter-Brau Co., and will handle a complete line of feeds, tankage, oyster shells and salt.

MERIDIAN, MISS.—John M. Wilson, doing business as Meridian Grain & Elevator Co., has registered the word "Humdinger" as a trade mark No. 178,649 for horse and mule feed, hog feed, dairy feed, ox feed and scratch feed.

OMAHA, NEB.—B. H. Dunham, referee in bankruptcy, has appointed a com'tee of appraisers to value the property of the Omaha Alfalfa Milling Co. at Omaha and Cozad. Pres. E. J. Cornish states that all debts will be paid in full.

PHILOMATH, ORE.—The feed mill of John Daniel was destroyed by fire recently with a personal loss of about \$20,000 and several thousand bags of wheat had just been stored will be an additional loss to the owners. The mill property had about 20% insurance.

ZANESVILLE, O.—We are building an elevator and warehouse equipped to grind feed and make cracked corn and meal, on the W. & L. E. Ry. The capacity of the elevator will be about 10,000 bus. We will handle feed, flour and grain. The plant will be motor driven.—Ball Milling Co.

LOUISVILLE, KY.—Machinery for the manufacture of molasses, chick and other feeds as well as for the handling of grain and hay will be installed by the Early & Daniel Co., of Cincinnati, O., in the plant of the Old Kentucky Malt & Grain Co., recently purchased, and which has stood idle several years.

NORWALK, CONN.—Wm. C. Sterns, pres. of the New England Cereal Co., which is not now active, testified in a suit by Willy Ely of Providence, R. I., that the sale of \$260,000 of the company's stock, par value, netted the company only \$70,000, the balance going for underwriters' expenses in floating the issue.

WELLSBORO, PA.—The O. & P. Feed & Grain Co. has been organized to distribute feed and grain, with two traveling representatives and W. S. Campbell the gen. mgr. of the Farmers Co-op. Union, who will also handle the affairs of this company. This company will handle contracts for manufacturers of feeding stuffs among which is the Thomas Boyce Direct Feed Co. of Attica, N. Y.

### Exports of Feedstuffs.

Export of feedstuffs during August, compared with August, 1922, and for eight months ending with August, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	—August—		8 mos. ending Aug.	
	1923.	1922.	1923.	1922.
Bran and middlings, tons	135	225	1,660	6,759
Cocoanut cake, lbs.	4,000	331,490	1,577,940	7,690,637
Corn cake, lbs.		242,000	15,746	1,338,129
Cotton seed meal, lbs.	191,525	1,236,335	23,230,414	29,480,151
Linsed meal, lbs.	797,375	1,505,475	29,132,655	7,499,999
Linsed cake, lbs.	60,288,494	28,976,074	421,979,617	245,991,604
Other mill feed, tons	325	5,749	8,058	22,576

### U. S. Feed Distributors' Meeting.

The annual meeting of the U. S. Feed Distributors Ass'n was held in the Hotel Savoy Oct. 1.

President Eugene C. Dreyer of St. Louis in delivering his annual address said:

#### President Dreyer's Address.

The most of you will undoubtedly agree with me in stating that the past year in the Feed Industry has been a most satisfactory one. This is especially true when you come to consider the few controversies that have arisen over feed contracts. There has, undoubtedly, been few misunderstandings, but the Arbitration Committee of this Ass'n has not been overburdened with cases. The same is true of the Feed Arbitration Committee of the Grain Dealers National Ass'n. There have been controversies and there will be controversies at all times, caused by different interpretations, differences in opinion as regards any rule of law that may be formulated. Lawyers are employed in the various courts of the country every day, the one construing the law in one manner and the opposing counsel construing it in just the opposite manner. Rule 15 in particular has been the cause of the big majority of arbitration cases so far decided and still pending.

This association recognized even a year back that this rule required changing. Committees have been at work on it fully one year. I am rather gratified that this rule was not corrected a year back, for we have had occasion in the past year to see just how this rule worked out. We have had opportunities of viewing the various interpretations of this rule, all of which has been very beneficial to your committees, and as a consequence the committee having this in charge have been able to arrive at what I think is about the strongest rule that could be formulated, both from the standpoint of the layman and from a legal standpoint.

The changes in these rules were only arrived at after a final session held in Minneapolis under date of Sept. 6th, 7th and 8th, at which the following were present: Secretary Wehman; Orr McRae, Pillsbury Flour Mills, who is also Chairman of the Feeding Stuffs Committee of the Millers' National Federation; Don Lowe, Washburn-Crosby Co., who is a member of the Grain Dealers National Grain Products Committee; Mr. Hempstead, secretary of Pillsbury Flour Mills, who was formerly a leading attorney of Minneapolis, together with myself, representing this Association, likewise the Grain Dealers National Ass'n.

Mr. Hempstead was kind enough to devote almost two entire afternoons to this committee, hearing every angle discussed and finally passing on the legality of the rules.

The Feed Control Officials of the United States, at their annual meeting held in Washington last November, unanimously adopted the recommendations of the committee appointed the year before to draft uniform labels, tags and registration blanks. Representatives of twenty-one different states went on record in person to this effect, and since this meeting the State of Illinois has agreed to adopt this uniform program; the State of Vermont has adopted the uniform law, and the State of Florida also had a bill introduced adopting the standards, rules and regulations of the National Feed Control Officials Ass'n.

This uniform label committee, of which I have been to be a member, representing the Feed Industry, also held another meeting at Louisville, Ky., under date of May 2, 1923, with a view of acting upon some suggestions that were made at the annual meeting in November preceding. And I am pleased to advise that this committee has now what we think, arrived at almost a perfect set of uniform labels and registration blanks which will be presented before the annual meeting of the Feed Control Officials of the United States in Washington during November of this year, and we have every hope of these final recommendations being unanimously adopted.

In the State of Iowa during the past year they attempted to pass a rather drastic feed law with a view of incorporating moisture and ash content, in connection with the guarantee on various feeds, and am pleased to advise that this measure, through the efforts of the various Ass'ns and Feed Control Officials, was defeated. This certainly would establish a very dangerous precedent.

You are undoubtedly familiar with the controversy between Messrs. D. A. Stickell & Sons of Hagerstown, Md., versus J. L. Boyer of Woodstock, Va., covering a car of cotton seed meal. This correspondence is too lengthy to introduce, but to be brief, it is a case covering the sale of a car of cotton seed meal made by telegram on which the seller forwarded a confirmation which was not signed by the buyer. The market declined, the buyer refused to accept, resulting in a loss of \$750.00. I am not in full possession of all the facts surrounding this case, but Messrs. Stickell & Sons advised that the Court, after hearing both sides, stated there was no doubt that both parties felt themselves under contract and Mr. Boyer should have advised Stickell & Sons if their confirmation was not in accordance with Stickell's understanding. But inasmuch as Stickell & Sons' confir-



# Rules for the Trade in Feeding Stuffs

mation contained conditions that were not included in the wire, then it was not a regular confirmation and Boyer was not bound to accept, and because of this, the Court allowed the buyer the decline in the market.

There is another case of a similar character covering the sale of two cars of wheat which was decided in the Kansas City Court of Appeals, in which part of the Court's decision is as follows: "The whole case hinges on whether or not the contract between the parties was represented by the plaintiffs formal confirmation, or whether the telegrams embodied the agreement between the parties. The Court held adversely to the plaintiff on this proposition in spite of the statement in that confirmation that receipt of the same by seller without immediate notice to plaintiff of error by wire was an acknowledgment of all the contents thereof."

There are other facts surrounding this case, but the point I wish to make is that under these Court rulings, a telegraphic quotation that does not embody the rules or regulations under which that particular trade is made, may meet the same fate in event of any controversy arising. It is well nigh impossible for a seller every time he offers a car or more of either grain or feed to state in that telegram that these goods are sold under Grain Dealers National Rules or National Trade Rules Governing Transactions in feed stuffs, and yet, if he does not do this, he is apt to be in trouble.

Inasmuch as this Ass'n does not employ legal talent, I have deemed it advisable to place this particular matter before the Grain Dealers National Ass'n in my report to it on Wednesday morning, believing that it is in better position than any individual to reach the right conclusion in reference to these problems.

A few controversies over the settling price on contracts that are in default. By way of illustration, we will say that early in the month of August I purchased a quantity of Standard Middlings for September shipment and we will say the price is \$20.00 per ton Minneapolis. The market advances, about August 25th, to \$25.00 per ton f. o. b. Minneapolis. The buyer then sells this lot at \$25.00 per ton f. o. b. Minneapolis, the original seller does not ship this entire contract during the contract month, the price of these middlings at the close of business on Sept. 30th has dropped back to \$23.00 per ton Minneapolis. The original seller contends that he shall not reimburse the original buyer at a price exceeding \$23.00, which is the prevailing price on Sept. 30th, yet you can readily see that under these conditions the first buyer having sold these goods at \$25.00 will actually lose \$2.00 per ton by settling on the basis of the price on Sept. 30th. There are good arguments both ways and this matter was thoroughly discussed before the committee, as mentioned above, with a result that we thought it best to permit our rulings to stand just as they are as regards this particular subject, principally for the reason that otherwise this might lead to an endless chain, so to speak.

These same middlings may have been sold two or three or a half a dozen times to different buyers and it would not be possible for the original seller to take care of all the losses of the various individuals through whose hands this particular contract passed.

One proposition I wish to call to your attention is in the event of a car of feed arriving at destination out of condition, there should be some fixed understanding as to whether or not under these conditions this car is to be replaced. It should not be optional with the buyer to either demand replacement if the market is higher or to refuse replacement if the market is lower. There should be one fixed rule on this even if the original contract time has expired, namely, that either the car in any event shall be replaced or that the car in no event shall be replaced. Such a rule would do away with a great many controversies.

The proposed additions and changes in Feed Rules Nos. 9, 10, 13 and 15 were discussed and confirmed. The Feed Rules as changed are given in full elsewhere in this number.

The election of officers resulted in the selection of W. O. Fehling, Philadelphia, President; C. G. Wehmann, Minneapolis, Secy.

Vice-pres.: L. C. Newsome, J. W. Jouno, Max Cohn, H. R. Wilber and H. J. Bergman.

Directors: E. C. Dreyer, St. Louis; E. M. Hibbs and C. F. Fontaine, Kansas City; O. Sickert, Milwaukee; J. R. Stewart, Pittsburg; E. W. Elmore, Oneonta, N. Y.; H. A. Smith, Buffalo; C. W. Wear, Philadelphia; M. Beaubaire, J. Canfield and A. Beltz, Minneapolis; F. M. Rosekrans, Hammond; H. Strauss, Chicago.

The ass'n voted to affiliate with the Grain Dealers Nat'l Ass'n.

CLEVELAND, O.—The Nickel Plate Elvtr. Co. has registered the words "Nickel-Plate" as a trade mark No. 181,086 for poultry and stock feed.

DIXON, ILL.—The Dixon Cereal & Feed Co. has registered the word "Grohonic" as a trade mark No. 171,730 for hog food.

After the amended rules for the trade in feedingstuffs had been endorsed at a group meeting of the feed dealers on Tuesday, Oct. 2, they were presented to the Grain Dealers National Ass'n and adopted by it for the guidance of its members dealing in feed.

## FEED RULES ADOPTED.

**Rule 1—Trade.** It shall be the duty of both buyer and seller to include in their original articles of trade, however conducted, the following specifications: Number of sacks, tons or cars; kind and grade of feed; price; rate basing point; time of shipment; terms of payment; sight draft unless otherwise specified.

**Rule 2—Confirmation.** (a) It shall be the duty of both buyer and seller, not later than the close of business day following date of trade, to mail, each to the other, a confirmation in writing the seller a confirmation of sale, setting forth the specifications as agreed upon in the original articles of trade. Upon receipt of said confirmation the parties thereto shall carefully check all specifications named therein and, upon finding any differences, shall immediately notify the other party to the contract, by wire or telephone, and confirm, in writing, except in the case of manifest errors and differences of minor character, in which event notice by return mail will suffice.

(b) When a trade is made through a broker, it shall be the duty of the broker, not later than the close of business day following date of trade, to send a written confirmation to each of the principals (to the buyer a confirmation of sale and to the seller a confirmation of purchase), setting forth the specifications of the trade as made by him. Upon receipt of said confirmations the parties thereto shall carefully check all specifications named therein, and, upon finding any differences, shall immediately notify the other party to the contract, by wire or telephone, and confirm in writing. In default of such notice the contract shall be filled in accordance with the terms of the confirmation issued by the broker.

**Rule 3—Brokers.** (a) A broker is one who is engaged for others, on commission basis, in negotiating contracts relative to property, with the custody of which, actual or constructive, he has no concern.

A person is not a broker—First: Who has possession and absolute control of merchandise shipped to him to sell and collect the proceeds. (Therefore, a commission merchant, to whom feed is consigned for sale, is not a broker.) Second: Who receives a salary instead of a commission or brokerage. Third: Who acts for one principal to the exclusion of all others. (b) A broker has power to bind his principal only to the extent of his instructions, and the principles are not liable for any acts of the broker in excess of such instructions.

(c) A broker who, in good faith or otherwise, exceeds his authority, is liable for resulting damages.

(d) A broker who negotiates a contract without disclosing his principal's name is responsible as principal until the real principal's name is given and accepted by the other party.

(e) A broker who, in good faith, negotiates a contract which is in accord with instructions from both his principals, who at the time of the negotiations advises each principal the name of the other, and who completes such negotiations in accordance with the rules and customs governing such transaction, thereby fulfills all his obligations and has no further liability to either of his principals, unless otherwise agreed. The contract so negotiated is valid and binding between the buyer and seller, the same as if it had been negotiated directly between them.

(f) Brokerage shall be credited when contract is accepted by principals to the transaction, unless otherwise specified.

**Rule 4—Bills of Lading.** Bills of lading attached either to invoices or to drafts shall be original and negotiable and in conformity with the specifications of the contract on which the shipment is to apply and shall be signed in accordance with rules of carriers. Any loss resulting from irregular or incorrect bills of lading shall be paid by the seller.

**Rule 5—Demurrage and / or additional Charges.** The seller shall be liable for any demurrage and / or additional charges accruing on feed billed to "shipper's order," when such charges can be shown to have accrued by reason of the inability of the buyer, through act of the seller or his agent to get possession of the bill of lading, whenever said bill of lading is necessary to furnish disposition.

**Rule 6—War Tax on Freight Charge.** On all feeds sold at a delivered price it shall be the duty of the seller to pay the federal freight tax. The buyer shall pay such federal freight tax where feed is sold at a price f.o.b. shipping point.

**Rule 7—Car Load.** A carload shall be forty thousand (40,000) pounds, unless otherwise

specified at times of purchase; provided that where rules of carriers lawfully on file with the Interstate Commerce commission or State Railway commissions provided for minimum carload weights in excess of the above, such minimum weights shall constitute a car load within the meaning of this rule.

**Rule 8—(a) Maker of Feed.** A sale of feed-stuffs by any miller or manufacturer shall mean goods of his own manufacture, brand, or equal in every particular, unless otherwise specified at the time of sale.

(b) Durham wheat by-products shall not be deliverable on contracts for wheat feeds unless so specified.

**Rule 9—Origin of Feed.** (a) A sale of feed-stuffs shall not of necessity mean that the feedstuffs will originate at the home address of the seller. If at time of sale buyer requests origin, seller is obliged to give same by zones, as follows:

Zone No. 1—Shall mean either Kansas, Nebraska, Oklahoma, Texas.

Zone No. 2—Shall mean either Missouri, Illinois, Iowa.

Zone No. 3—Shall mean either Indiana, Ohio, Michigan, Kentucky, Tennessee.

Zone No. 4—Shall mean either Minnesota, Wisconsin, North Dakota, South Dakota, Montana.

Zone No. 5—Shall mean either Colorado, Utah, Wyoming, Oregon, Washington, California, Idaho.

Zone No. 6—Shall mean either New York, Pennsylvania, Virginia, Maryland.

(b) A sale of feedstuffs contemplates shipment from mills on or after the date of sale, unless otherwise specified.

(c) The differential in freight rates shall be those in effect on date of contract of sale from seller's business address unless otherwise specified.

**Rule 10—Privileges.** In all delivered sales to any terminal markets the point specified shall be considered as a rate basis only and not necessarily final destination of goods, and shipment shall be made to any point and via any line open for business designated by the buyer which is reached by lake, or lake-and-rail lines during the season of navigation, or by all-rail trunk lines at other times, at the differential in effect at the time of contract of sale, as shown by published tariff rates; provided shipment is made within contract time, and provided further, that such routing is in accord with transit arrangements of shipper.

**Rule 11—Definitions.** In the absence of agreement to the contrary, definitions of feedstuffs shall be the same as those adopted and promulgated by the Association of Feed Control Officials of the United States.

**Rule 12—Packing.** (a) It shall be understood that all feedstuffs when sold in sacks shall be packed in new bags, unless otherwise specified at time of trade.

(b) The weight of packages shall be net when packed, and two thousand (2,000) pounds net shall constitute a ton.

**Rule 13—Shortage, Damage and / or Overcharge.** (a) All claims for shortage and / or damage shall be made by the receiver within fifteen (15) days after arrival, and must be accompanied by paid expense bill with railroad agent's notations as to damages; likewise condition of equipment and seals.

(b) Upon receipt within thirty (30) days after arrival, of complete papers covering freight overcharges on delivered sales, seller shall immediately reimburse buyer. Upon receipt of complete papers, in such case, at any time after thirty (30) days from date of arrival, seller will undertake to collect claim for account of buyer.

**Rule 14—Time of Shipment:** (a) Immediate or rush shipment shall mean shipment within three (3) calendar days from the date of receipt of shipping instructions, including day instructions are received by seller.

(b) Quick shipment shall mean shipment within seven (7) calendar days from date of receipt of shipping instructions, including day instructions are received by seller.

(c) Prompt shipment shall mean shipment within fourteen (14) calendar days from the date of receipt of shipping instructions, including date instructions are received by seller.

(d) Unspecified shipment: Where shipment is not specified prompt shipment is understood.

(e) Loaded, spot, instant or on track shall mean that the goods are actually loaded and ready for billing, and the lading must be dated on the day of sale.

(f) In transit shall mean that the lading must be dated at least one day prior to date of sale.

(g) Deferred shipment. In the purchase and sale of feed for deferred shipment the following specifications shall govern:

Where a specific number of days is not specified in contract, but the time is referred to as first or second half of a given month, it shall be understood that up to midnight of the

[Continued on page 475.]



# Weighmaster's Scalemen's Conference in Des Moines

As usual the Weighmaster's and Scalemen's Conference held a meeting at the same time and place as the G. D. N. Ass'n and both Monday sessions were well attended by those directly interested in the practical problems presented. Grain shippers will find much of interest in the earnest efforts of the Weighmasters to obtain the correct weight of their grain, to detect losses and determine their causes.

The sixth annual meeting of the Weighmasters' Scalemen's Conference was called to order in the Oak Room of Hotel Fort Des Moines, Des Moines, Ia., on the morning of Oct. 1 by Sec'y H. W. Ewert of Chicago.

J. A. Schmitz, Chicago Board of Trade Weighmaster, was elected temporary chairman.

In discussing Inspecting Cars for Grain Leakage Evidence, P. P. Quist, State Weighmaster, Minneapolis, said:

## Inspecting Cars for Grain Leakage Evidence.

The handling of grain at terminal markets has undergone many changes during the past twenty-five years, especially in the Northwest. In the early days a large percentage of the grain was handled by the so-called line elevator companies, who bought and sold their own grain. With the coming of independent and farmer elevators came also the commission merchants, and with the commission merchants came increasing demands for inspection and weighing service.

When this service was first organized the attention centered almost entirely on the weights; no consideration was given to car conditions. The higher prices of grain and the narrower margins on which grain is handled has made an emphatic demand for close inspection of car conditions until this part of our service is given as much attention as the weighing.

The object of car inspection is to furnish the shipper evidence upon which to base claims against the carriers for loss of grain in transit, consequently the information furnished by the weighing department should be reliable and based on careful examination and experienced judgment. The fact that a few kernels of grain is found on the door sill is not always evidence of a grain door leak; it may be the result of a spill in loading or a spill by the terminal sampler. To report a grain door leak in such a case would be an injustice against the carriers. On the other hand, a careless inspection of a car whereby a chance for a leak is overlooked may cause a loss to the shipper, consequently inspection of the cars before they are unloaded is a very important duty.

The fact that our record of a car is clear is not always evidence that it did not leak in transit, as cars will often leak while in motion and show no leak when standing. This is especially true of bottom leaks. A car may leak in transit and be repaired before it is set for unloading. It is our practice to examine each car carefully before it is unloaded and if found in bad condition to make a record of that fact in the seal record book, and designate on the picture of the car the point where the leak exists. If the leak is found to be a bad one it is so noted on the report. Notations are also made of patches, new nailing of the sheeting, etc. After cars are unloaded they are also carefully examined on the inside, and if grain is held back in the lining it is so reported.

Where the shipper complies with the Minnesota law and fastens a card in the car showing the loading weight and states his name and address, it has been our practice to make a special investigation in case there is a discrepancy in weights and notify the shipper of the result of this investigation. We sometimes find evidence of leakage upon second investigation. This practice of communicating with the shipper where the weight discrepancy exceeds normal difference has had a wholesome effect and brought about not only better feeling between country and terminal markets, but it had improved the country weights. A shipper after having been advised that his car over-run or run short a few hundred pounds will naturally exercise greater care in weighing. We notice a decided improvement in the country weights since this practice was adopted.

R. R. DeArmond, Chief Supervisor for the St. Louis Merchants' Exchange, in discussing the same subject, said:

## Inspecting Cars for Leakage Evidence.

The entire time of six Deputy Inspectors is employed in the in-bound hold yards of St.

Louis and East St. Louis, making a most careful inspection for leaks and reporting defective equipment, cars containing grain, feeds and seeds, also recording seals and reporting cars where seals missing are not properly applied. Going a step farther in this very important work, we take photographs of defective equipment, showing the grain leaking from cars, and I submit to you for inspection a number of the photographs which are of record in our files.

In addition to the six deputies the 12 men we employ in our grain sampling department make a record of all cars they discover leaking as they go thru the various yards. All seals found looped or not properly applied are kept in our files.

Deputies upon discovering cars in leaking condition or any evidence of bad order make every effort for joint inspection with representative of the railroad. If the railroads do not send a representative for joint inspection, deputies make report in writing to the Chief Yard Clerk, mentioning the car numbers, initials, hold track and nature of the defect in equipment.

Many grain leaks are the result of improper cooping, broken grain doors, the using of paper instead of burlap or simply nailing grain doors to door posts with no material to prevent leaks. In many instances the loaders of grains cooper the doors solid to the roofs of cars, disregarding the fact that it is necessary for official grain samplers to obtain samples for the proper inspection. Naturally the top grain door has to be pushed in or removed and grain is lost. All concerned should advise shippers to leave space for samplers to enter cars.

All grain unloaded within the switching limits of St. Louis and East St. Louis, going into regular mills and elevators, the equipment gets a second rigid inspection on arrival at industry where it is unloaded.

Having made a careful study as to the causes of grain leakage in transit, I feel confident 75% of all leakages is caused by defective equipment, 15% by improper cooping of cars and 10% by wrecks and pilfering. Country grain shippers place entirely too much confidence in cooping at the grain doors with paper; burlap is the only material that should be used.

Country shippers take too much for granted as to the accuracy of their scales, in many instances grain going over wagon scales, into bins, then into cars; at times weeks and months elapsing before the grain goes into cars. Any grain shipper who practices such methods is only guessing at his weights. I feel that if the country grain shipper would give his scales one-half the attention that is given the scales at terminal markets there would be an immediate shrinkage of claimed "losses."

Railroads could do much more toward securing accuracy of weighing facilities by more frequent tests of industries scales. If necessary bulletin an industry where scales are found out of repair, especially where industry did not immediately make the proper repairs.

Railroad agents place too much confidence in the grain shipper and his employees, allowing others to place seals on cars. Many cars arrive with seals not properly applied.

Some railroads still use the old lead and wire seals, same serial numbers on seals on each door of car. This is a dangerous practice as the punch that makes the impression of the numerals might get into the hands of irresponsible people and if such people were in possession of blank seals they could remove a quantity of grain, then punch another seal of same serial number and place on car door.

After considerable discussion it was moved and carried that a com'te of three be appointed by the Chairman to consider a uniform method of inspecting cars and recording and reporting leaks. This com'te to report at the next annual meeting.

D. J. Schuh, Executive Secretary of the Cincinnati Grain & Hay Exchange, in discussing Standard Weight Supervision as Defined by the Conference, said:

## Standard Weight Supervision.

The request to criticize this Conference's definition of Standard Supervision comes as no easy assignment, since it is as a two-edged sword—if I find fault with your views I must offer something better. I shall not find fault—your definition has my approval. However, it is my thought that we could add to the present requirements without introducing the much feared red tape demon. I entertain this opinion, since, as I understand it:

**SUPERVISION SHOULD ASSURE**  
Accurate, Honest, Impartial Weights.  
Inspection and Upkeep of Scales.

AND, prevent or make difficult, Errors, Omission and Theft.

These things can be had when the weighing operations are CONTROLLED by an impartial agency having control of Operations and Employees—Scales and Weighing, Appointment and Retention.

Supervision must cover a broader field than is implied by the term SUPERVISION. It should advance to the point where it may be said that the weighing operations of each market are CONTROLLED by an impartial agency as well as supervised by it.

In Cincinnati The Grain and Hay Exchange CONTROLS the weighing. We do all of the things which you have prescribed and in addition the following:

(1) Each official weigher is Bonded by a Bonding Company, which investigates the character of the weigher who has been recommended by The Cincinnati Grain and Hay Exchange.

(2) Each official weigher is paid a nominal salary by The Cincinnati Grain and Hay Exchange.

(3) Weighers are subject to removal by The Cincinnati Grain and Hay Exchange.

(4) Each Supervisor is under Bond.

(5) The books and records of each house are open to our examination in accordance with agreement.

(6) Supervisors are moved from house to house so that all are familiar with all of the houses.

(7) Certificates are not issued when there has been any infraction of the rules.

Formerly our rules provided that "If the President or the Executive Secretary shall feel doubtful of the weighing at any scale, they shall immediately make a thorough investigation of said scale and if irregularities are found, they shall at once withdraw the weigher's service from that scale and not reinstate them until they are confident the conditions have been corrected."

Our members did not feel that this rule carried sufficient power to fully carry out our policy of "CONTROLLED WEIGHTS" and, acting upon the recommendation of the Weigher's Committee, as well as the indorsement of the Board of Directors, adopted the following rule:

"The Committee on weighing is authorized to suspend weighing operations at any plant where in the judgment of the Committee such course may appear to be necessary, or to suspend weighing operations at any plant until the owner dispenses with the service of an employee who, in the opinion of the Committee, is undesirable."

I recommend that the above requirement of the Cincinnati Market be added to the definition of Standard Weight SUPERVISION.

Your organization should, if possible, grant to markets meeting the requirements enumerated the right to announce on its certificate that it has STANDARD WEIGHT SUPERVISION OR CONTROL and should have copyrighted an emblem to be printed on the face of its certificates so that any unauthorized use of the term "SUPERVISED AND CONTROLLED" weights or of the emblem would subject such market to suit and penalty.

In my opinion WEIGHT SUPERVISION is not primarily designed to prevent theft. It is to prevent errors, omission, carelessness and the employment and retention of incompetent weighers.

You cannot prevent a man from stealing; you can make it difficult for him to commit theft; you can, in most cases, make it possible to detect theft, but you cannot prevent it. If a man will steal, you cannot prevent the first theft; he may do it in your presence very much as a pickpocket operates, but you can prevent the second theft. He must be "fired," if not jailed, in the case of an employee, and if it is the member, "fire" him out of the Exchange or Board of Trade and place him where he can do your organization no further harm, but don't keep him where temptation is.

Every organization that has not the right to discharge weigher and have the absolute "Say-So" over everything connected with operations should be urged and if possible caused to acquire the authority so that we may eventually see all of the markets operate their weighing departments under the SUPERVISED AND CONTROLLED weight plan.

No firm would relish an item in the trade papers to the effect that its application for official weights had been rejected because of its inability to meet requirements, or an announcement that official weighing facilities had been withdrawn. If such announcements were made, perhaps the shippers would appreciate the service rendered by weighing bureaus.

"CONTROL OF WEIGHING OPERATIONS" backed with an adequate force of supervisors should be our aim, and we should resolve that every market must be urged into subscribing to the policy "SUPERVISED AND CONTROLLED WEIGHTS."

Henry L. Goemann, Chairman of the G. D. N. Ass'n Com'te on Transportation and of the Com'te on I. C. C. Docket 9009, said that he



had been advised by the Interstate Commerce Commission that the changes recommended by the conference of organizations interested in hand operated hopper scale specifications and revised by the Bureau of Standards had been tentatively accepted by the Commission. Mr. Goemann seemed confident the changes would be adopted.

M. H. Ladd, Weighmaster, Chamber of Commerce, Milwaukee, in discussing "Dust Removed Between Car and Scale," said:

In the discussion which followed it developed that the Fire Underwriters Ass'n had been working to have the dust removed. In the interest of correct weights, the Chairman was instructed to appoint a committee of three to confer with the Dust Removal Committee of the Underwriters.

J. A. Schmitz, Chicago, in discussing Shippers' Weight Cards, said:

## Are Shippers' Weight Cards as Helpful as Anticipated?

During the past year we have had a number of cases where contact with other Weighing Departments relative to outturn weights was established by means of the "Shippers' Weight Cards" to the benefit of all concerned. At present only a few cars arriving at Chicago have "Shippers' Weight Cards" attached and consequently we feel that until the practice becomes general, or nearly so, the expense and trouble of putting these cards on cars at Chicago exceeds the benefit derived from the limited number of shippers' weight cards attached to incoming cars. Nevertheless, we are willing to continue the practice.

It is a very decided advantage for the Weighmaster to have the "Shippers' Weight" before him at the time the car is being unloaded, especially should a variance between the initial and unloading weight develop, for an investigation at that time while the grain is still in the scale and the car is yet at hand has greater promise of thoroughness and completeness. It must be obvious to all that where a discrepancy is not brought to the Weighmaster's attention until weeks after the car is unloaded, the matter of investigating and checking the work of supervision is much more difficult.

This association should confirm its endorsement of "Shippers' Weight Card" and we should endeavor to secure its adoption at all terminal shipping points.

The discussion which followed reflected an earnest desire on the part of the terminal weighmasters to have the practice of posting cards bearing weight of grain loaded into cars at point of origin on each grain door so shortage in shipment can be quickly detected at unloading point and an effort made to determine the cause.

A motion was adopted declaring it the sense of the meeting that all weighmasters should lift the weight cards and when an excessive discrepancy occurred they should immediately take up the matter with the weighman at point of origin.

P. P. Quist in discussing the Advantages of Track and Hopper Scales said,

## Track Scales Versus Hopper Scales.

In discussing the merits of track versus hopper scales for the weighing of grain only modern track scales and modern hopper scales will be considered. The track scale of early days, of wood construction and foundation, and the hopper scale set on cribbing were both unreliable

weighing machines with the odds against the track scale.

The track scale of today with steel and concrete construction under cover is, to my mind, an ideal weighing machine at industries handling thirty to forty cars a day. The operation is simple; one man can easily take care of the work. It eliminates all chance for mistakes in handling the grain from the car to scale.

Grain handled through hopper scales must be removed from the car before it is weighed, and as the hopper scales are generally located in the cupola of the elevator, special care must be taken that no grain is held in the unloading pit or lost through the conveyor or elevator leg, or through an open scale hopper, and in order to prevent mistakes two men are necessary, one downstairs and one upstairs. It is evident that in handling grain by this method the cost of weighing service is doubled.

While the cost of installing track scales is double that of hopper scales, the additional cost is soon offset by the saving of one man's salary in the operation.

Grain shippers of the Northwest for years advocated the use of track scales for the weighing of grain at terminal markets and they brought such pressure to bear that the Minnesota Legislature enacted a law giving the Railroad and Warehouse Commission authority to order the installation of track scales at terminal industries having weighing service, wherever in their judgment track scales could be operated efficiently.

While I believe in the use of track scales wherever they are practical, I am not opposed to the use of hopper scales. Hopper scales are more practical at large elevators handling more than 40 cars a day, and quick service is wanted. This is especially true at elevators transferring grain from one car to another. In such transfers only one weighing is necessary for the in and out weight; besides, the grain does not lose its identity, while if track scales are used in transferring, four weighing operations are necessary, and the grain loses its identity in going through the house.

Can grain be handled as closely by the use of track scales as if handled through hopper scales? Our records prove it can. The Minneapolis Weighing Department has charge of the handling and weighing of grain of ninety-one mills and elevators, of which forty-nine are equipped with hopper scales, thirty-five with track scales and seven use both hopper and track scales.

A large percentage of the grain received during the fall is stored in the large terminal elevators and again weighed into cars when loaded out and sent to the mills as needed for grinding. In this cross-town movement of grain we have the best chance to check the loading weight with the unloading weight, as well as the results between the different type of scales.

In checking the weight of one hundred cars weighed in and out on track scales during a certain period, we found the difference between the loading and unloading weight to be 6,140 lbs. or 61 lbs. and a fraction per car. During the same period one hundred cars weighed in and out through hopper scales showed a difference of 6,330 or 63 lbs. per car. This difference of only two pounds per car in favor of track scales can be attributed to the invisible loss, which occurs in the loading and unloading process, and proves conclusively that there is really no difference between the two types of scales as to results.

Clay Johnson, Peoria Board of Trade Weighmaster, in discussing the Inspection of the Equipment Used to Get Grain Into and from Cars, said:

## Inspection of Grain Handling Facilities Between Car and Scale.

Not many errors are due to the fault of the equipment or its inspection. Ninety per cent of the trouble lies in and with a set of pernicious

twins that are always present when not wanted; they walk hand in hand, always have and always will. They are called Human Element and Sure Error. There seems to be a mutual understanding between them; where one goes the other is sure to follow. Error creeps in very seldom without the presence of Human Element.

The unloading pit is equipped with from one to four slides, with a leg equipped with a boot below, turnhead and wicket above and a garner. The garner has from one to eight slides. These are the very things that hide big discrepancies and cause weighmasters to get gray early in life. These things make hopper scale weighing sight unseen and works a hardship on everyone concerned. It matters not how elaborate your system is or how explicit your instructions are, you are compelled to employ human beings to operate.

It's no big job to inspect the equipment used to handle grain from cars to scale, but it is a man's job to see that this equipment is handled properly. It is not of much help to inspect unloading pits while empty, except for debris that would hinder slides from closing. Every car contains a certain amount of rubbish that is not seen. The place to look for leaks is at the bottom in the tunnel, and the time when the pit is loaded. The only sure way to discover these leaks is to place a man in the tunnel to watch.

It matters not whether you have the so-called interlocking system, a self-locking system or any other fool-proof system, as all leak at times. Some Weighmasters say they have never found them leaking; the reason is they have not watched very closely; but no Weighmaster can say he has never had a big shortage at some elevator that he was absolutely unable to account for, notwithstanding all records were clear. Here is where the twins get in their work.

To ascertain when the pits are clear and all grain up we look in the pits with a flashlight. But who looks in the garner above the scale? You say the garner always clears, but I know it doesn't. To inspect properly, watch and govern the weighing of grain at an elevator it would require four men, two down and two up. To inspect and correct the equipment is purely mechanical and can be easily done. To write specifications for grain handling facilities is easy, but to have a man made according to specifications is no small job, and until you are successful in this, hopper scale weighing is more or less a puzzle.

On the shipping or loading side there is not so much to contend with, as the loading spouts are in plain view and can be watched continually for leakage or defects. I believe they would be more liable to leak under the regular loading pressure than by most any test you could apply.

As to record at the pits, we make a record of all cars unloaded on a handbook used by our man on the working floor. His instructions are to climb in the car to see that it has been properly cleaned and record it accordingly. Then he is supposed to look in the pit to see that it is clear and that the proper signal has been given before another car is broken. If he should find a signal pulled and the pit not clear, it is his duty to notify the man upstairs and see that proper car gets credit, and also make a notation on his book of this error, even though it has been corrected.

If our man finds a loading spout leaking or choked, the car is ordered around the horn and unloaded. That is where our man and the elevator Weighmaster cannot agree as to how much grain was lost.

J. A. Schmitz also discussed this subject, saying:

## Inspecting the Equipment.

The Weighing Department of the Chicago Board of Trade has always held that the recording of the weights when a commodity is

## Attended the Weighmasters'-Scalemen's Conference.



Front Row (Left to right)—W. P. Buchan, Minneapolis; Clay Johnson, Peoria; D. J. Schuh, Cincinnati; Paul Larson, Sioux City, Ia.; J. A. Schmitz, Chairman of the Conference, Chicago; C. G. Stoddy, Des Moines; S. P. Fears, New Orleans; H. W. Ewert, Secretary of the Conference, Chicago; H. L. Goemann, Mansfield, O.; Fred Hawkinson, Chicago; Geo. A. Wells, Des Moines.  
Back Row—N. C. Webster, Chicago; R. Gibbs, St. Paul, Minn.; P. P. Quist, Minneapolis; H. A. Juneau, Superior, Wis.; R. R. DeArmond, St. Louis; E. W. Feidler, Chairman, Wisconsin Warehouse & Grain Commission, Superior, Wis.; A. E. Schuyler, Grain Door Agency, Chicago; M. H. Ladd, Milwaukee; A. V. Tischer, Des Moines; Harry R. Clark, Omaha; M. C. Culp, Cairo, Ill.; C. A. King, Western Weighing & Inspection Bureau.



being weighed, while extremely important, is but one of the duties that devolve upon the weighmaster.

When a car is set for unloading, the supervising department should know, first, that the hopper or sink into which the grain is to be unloaded is grain tight and that it will deliver all the grain passed through it to the elevating leg.

Second, that the elevating leg is grain tight and that the spout leading from the leg to the garner will deliver all the grain without loss and that it is so constructed that all hazard of grain going astray is eliminated; also that complete supervision of its condition is possible.

Third, that the garner and slides are so constructed that no grain will lodge, but that all the grain passed through the garner will flow into the scale.

Fourth, that the scale is in good working order and of proven accuracy.

In the case of shipping scales, the weighmaster, of course, would be interested only in the equipment, commencing with the scale and ending when grain is in the car. He would, first, see that the scale is in good weighing condition, tested and approved.

Second, he would inspect the car spout and see that it was grain tight throughout its entire length and that the spouts connecting the scale with the loading spouts are so arranged that the hazard of grain going astray is eliminated. He would also see to it that the spout was so constructed and located that leakage therefrom would be apparent or easily discoverable.

Third, he would see that the floor adjacent to the car, when the car is in position to load, was so constructed that in case of accident or spillover the identity of the grain could positively be maintained, and mixing this grain with any other grain is impossible.

Proper supervision is supervision that will positively assure delivery of all grain from car to scale or from scale to car, with all avenues of possible loss safeguarded against. In many cases this may require the sealing of spouts and turnheads and in some extreme cases it may even require that the bins through which spouts or elevating leg pass be left vacant in order to make possible the detection of leaks. Sounding lines may also be required.

Careful inspection of all equipment used in handling grain to and from cars is positively necessary to assure good weights. The extent and frequency of such inspections would, of course, depend in a large measure upon the hazard incident to the physical condition of each elevator.

A motion to amend the regulations of the Weighmasters' Salesmen's Conference to agree with the final requirements of I. C. C. docket 9009 as to the slope of the bottoms of garner and scale hoppers was adopted without opposition.

M. H. Ladd spoke on the Value of the Weighmasters' Salesmen's Conference and no one objected.

### The Value of the Conference.

Harriet—"Helen was talking about you before you came in. What do you think she said?"

Mildred—"I haven't an idea."

Harriet—"Good guess. That's just what she said."

That certainly was an unkind remark for one lady to make about another, but, thank Heaven, no one can say the same about the Weighmasters'-Scalemen's Conference. Ideas have been plentiful. They are the commodity in which we trade. If it were not for ideas these Conferences would not amount to a tinker's damn. The principal reason most of us come here is to get ideas, and I, for one, have never gone home disappointed. If we should run out of ideas there would be no further use of holding these meetings. It is the exchange of ideas that make conferences such as this so valuable to all concerned.

We are here for trading ideas. A trade is not a fair trade unless something is given in return for that which is received. Many of us have, heretofore, been loath to "loosen up." I, for one, have been content to come here and garner all of the information that I could get hold of without giving value received. Let's all resolve to be "givers" as well as "getters." We dare not run out of ideas. That would be the worst calamity that could befall us. If all come to these meetings determined to contribute something of value, our power as an organization will continue to increase.

Other factors which give real value to the Weighmasters'-Scalemen's Conference. It is a well-known fact that organized effort will accomplish many things which no one individual can hope to accomplish. Mr. Goeman has told us that the Interstate Commerce Commission has given its informal approval to certain modifications of the grain hopper scale specifications of I. C. C. docket 9009, these modifications having been agreed to by all parties essentially interested. Our Conference was one of the interested parties and was, as you know, represented on the hopper scale sub-committee. This fact, beyond all doubt, carried much weight with the Interstate Commerce Commission. This is only one of the many things which can and have been accomplished by organized effort.

We must not overlook the friendly feeling

created by our being able to get together each year and become better acquainted with one another. Were it not for these meetings the chances are that many of us would not know the other fellow except by correspondence. How much better it is that the 14 or 15 terminal grain Weighmasters of the country can gather here each year and come in personal contact with each other.

The Grain Weighing Committee of the National Scalemen's Ass'n has, ever since the inception of the Conference, met with us each year. The members of this committee are men whose work is closely related to the work of the terminal grain Weighmasters, and their participation in our meetings has done much to broaden the scope of the Conference. They have given the Weighmasters much valuable information and have doubtless received valuable information in return.

I cannot place too high a value on the Conference. My employers pay all expenses in connection with my attendance here and they know they are nothing out in so doing. It all comes back to them, and more too, in increased efficiency in our Weighing Department. I have never attended a meeting of this Conference that I did not go back to Milwaukee with a head full of new ideas, and what I didn't have room for in my head I put into a notebook. I hope you all feel as I do on that point.

Let me quote a resolution adopted by this Conference at the 1919 meeting. This resolution was introduced by our late beloved Chairman who death was such a sad blow to all members as well as an immeasurable loss to the Conference:

Resolved, that it is a waste of time to attend this and similar conferences, to talk about improvements in terminal grain weighing service, agree on the needs of such service, and adopt resolutions accordingly if the terminal weighmasters do not go home resolved to act in accordance with such conclusions.

The Com'te on Constitution and By-laws failing to report, was discharged and the chairman was instructed to appoint a new Com'te.

The Chairman was instructed to appoint a Com'te of three to confer with a similar Com'te from the Grain Dealers Nat'l Ass'n on all matters relating to the weighing of grain.

The members arose and with bowed heads paid tribute to the memory of four departed members: H. A. Foss, Chicago; E. H. Culver, Toledo; G. F. Powell, Omaha, and Seth Catlin, Boston.

The Sec'y was instructed to draft appropriate resolutions of sympathy and condolence.

The election resulted in the selection of J. A. Schmitz, Chairman, and H. W. Ewert Sec'y. Adjourned *sine die*.

### The Des Moines Convention.

Over 20,000 grain and feed dealers neglected to take advantage of the opportunity of going to Des Moines and assisting their brother tradesmen in drafting rules and regulations for the guidance of their business. Every member of the trade is directly interested and should be benefitted by the discussions and the actions taken at the Des Moines convention. In the hope of helping all to a clear understanding of exactly what was done at Des Moines, we have devoted a large part of this number to a condensed, though comprehensive report of what was said and done at Des Moines. Every dealer who familiarizes himself with the proceedings of the Des Moines meeting will find his way to progress made smoother and surer.

The meeting was a trade success and for the members of the trade to reap the maximum benefit, from what was said and done there, they must familiarize themselves with the proceedings.

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### Grain Trade News.

[Continued from page 485.]

Sherman, Tex.—The warehouse of the Farmers & Merchants Warehouse Co. together with 540 tons of hay were destroyed by fire Sept. 19, with a loss of \$14,500.

Byers, Tex.—J. Milton Erwin, owner of the flour mill and grain elvtr. here has recently traded them for a ranch belonging to J. W. McConkey of Wichita Falls, valued at \$125,000.

Houston, Tex.—R. L. Holston of the Rothschild Grain & Comm. Co. of Fort Worth, after closing his office will handle the coarse grain

department of the Sigmond Rothschild Co. here.

San Antonio, Tex.—The fire which destroyed the corn sheller, 1 75-h.p. motor and 1 15-h.p. motor of the Blue Star Elvtr. Co. was caused by lightning striking shuck condenser, which immediately ignited.

Vernon, Tex.—Kent Barber, formerly mgr. of the grain dept. of the Oklahoma City Mill & Elvtr. Co. and until recently mgr. of the Burrus Mill & Elvtr. Co. at Fort Worth has succeeded C. D. Ashenhurst, who resigned as mgr. of the Kell Milling Co.

San Angelo, Tex.—Passers-by discovered the San Angelo Grain Co.'s plant filled with smoke at 12:30 noon, Sept. 10 and turned in an alarm. W. R. Johnston, manager had relighted sulphur in a metal pot which he had set in a tub of water the night before under the supervision of John Parker, fire chief. The tub rested on three bricks and there was no danger from fire in the fumigating. The blaze went out during the night and Mr. Johnston started another Sunday morning, the fire department not being notified.

### UTAH

Nephi, Utah.—The Juab Co. Mill & Elvtr. Co. increased its capital stock from \$20,000 to \$50,000.

Salt Lake City, Utah.—John Clayton has severed his connection with the Sterling H. Nelson Co., and has entered into the oil business.

Nephi, Utah.—Arvil Warner, assistant miller of the Juab Co. Mill & Elvtr. Co. was seriously injured when struck by a large belt which slipped off the wheel recently.

### WASHINGTON

Walla Walla, Wash.—The Cameron-Yenney Grain Co. increased its capital stock from \$25,000 to \$100,000.

Seattle, Wash.—The Bunge Western Grain Corp. has taken over the Port Commission Elvtrs. as operating agents of the commission. —O. A. North.

Tekoa, Wash.—Formal transfer has taken place between the Northern Grain & Whse. Co. with offices and houses here since its organization 20 years ago, to Strauss & Co. Inc. I. S. Woods will remain as the local representative.

Davenport, Wash.—W. W. Foley has succeeded T. A. Lantzy as mgr. of the Big Bend Mlg. Co. Officers are Frank E. Denson, pres., Fred F. Morse, vice-pres., Peter Olson, Morse Denson, E. N. Imus and T. A. Lantzy, directors.

### WISCONSIN

River Falls, Wis.—The elvtr. of the Farmers Elvtr. will be painted by T. E. Ibberson Co.

Albany, Wis.—The Electric Light & Mfg. Co. has sold its grist mill to the United Utilities Co. of Lena, Ill.

Chippewa Falls, Wis.—An addition to the elvtr. of the Farmers Produce Co. being built by T. E. Ibberson. A large chick-feed plant is also being built.

Milwaukee, Wis.—We are not in the grain business very strongly any more and have given our attention mostly to coal and building material.—Degentesh Bros. Co.

Ashland, Wis.—The flour mill of Louis Schneeberger which burned this spring has been rebuilt. The building is fire-proof and will have a larger capacity.

Milwaukee, Wis.—Wm. Fred Koepp of Jas. E. Bennett & Co. is manager of the firm's business during the illness of Wm. E. Schroeder. Mr. Koepp has been admitted to membership in the Chamber of Commerce. The membership of Adolph H. Meyer has been transferred.

### WYOMING

Sheridan, Wyo.—Roy Redhair will manage the elvtrs. for the Denio Mlg. Co. He was formerly mgr. of the elvtr. at Laurel, Mont.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Mena, Ark.—The Mena Grain Company has been organized by W. E. Watkins and Clifton Cunningham.

Pea Ridge, Ark.—Mail addressed to the Pea Ridge Mlg. Co. has been returned marked "out of business."

## CALIFORNIA

Los Angeles, Cal.—The Nicholls Grain & Mlg. Co. incorporated; capital stock, \$2,000,000.

Alhambra, Cal.—We are a new firm starting up in the milling and grain business.—H. M. Davidson, Davidson Co.

Los Angeles, Cal.—Leo Hart, of the Hart-Hill Grain Co. of San Francisco, is considering the advisability of establishing an office for his firm here.

Los Angeles, Cal.—J. Milton Gray, mgr. for Edward L. Eyre Co., a new member of the Grain Exch., was recently married to Miss L. Gurack of Oakland.

Los Angeles, Cal.—The Northern Grain & Warehouse Co. is now doing business under the name of Strauss & Co., Inc., of which J. B. Livingston of San Francisco is pres. and W. E. Howard gen. mgr.

## CANADA

Port Colborne, Ont.—The Maple Leaf Milling Co.'s plant has been overhauled and reopened.

Haskett, Man.—We have had some small repair work done in our elvtr. here. We own and operate three elvtrs.—Lee & Son, H. N. Lee, mgr.

Montreal, Que.—The grain firm of Morency Ltd. has gone into bankruptcy, Wilford Damp-housse is trustee. E. Morency the ex-mgr. is now doing business in his own name.

Loughead, Alta.—The Home Grain and the United Grain Growers elvtrs. were destroyed by fire Sept. 27. Ten thousand bus. of grain were destroyed. The Home Grain Co. carried 8,000 bus.

Winnipeg, Man.—A protest against the Manitoba tax on sales of grain for future delivery has been made to the Dominion government by the government of Saskatchewan, alleging the tax is a burden on trading done for the grain producers of all other provinces.

Winnipeg, Man.—A. C. Dyer, who had not been well for a week, was overcome and died before medical assistance arrived while walking home with W. P. Carmichael, both of the British American Elvtr. Co. Ltd., Oct. 1. He is survived by his wife and also a daughter in the United States.

Ft. William, Ont.—The new addition to the Western Terminal Elvtr. is completed and operating. The annual meeting of the Western Terminal Elvtr. Co. was held at Winnipeg on Oct. 3. The following officers were elected: C. G. Spencer, pres., James Stewart vice-pres., F. W. Cumming, sec'y-treas., directors, E. E. Hall, Donald Morrison, Alexander Reid, J. B. Craig, D. C. MacLachlan.

## COLORADO

Denver, Colo.—The following addition to the by-laws of the board of directors was adopted: "Each and every elvtr., mill or plant issuing Denver Grain Exchange official weights must be represented by a membership in the Exchange; i.e. weights cannot be issued at more than one plant on one membership."

Colorado Springs, Colo.—The elvtr. and grain business of R. B. Liles, deceased, conducted by Mrs. Harriet Liles for the past nine months, has been purchased by L. E. Keifner of Oklahoma for \$30,000.

## IDAHO

Soda Springs, Ida.—We have purchased the controlling interest in the Soda Springs Mill & Elvtr. Co., also an elevtr. site on the O. S. L. Railroad and expect to build an elvtr. in the near future. We have installed some new cleaning machinery, also a new 35 h.p. water wheel. The company has been reorganized with L. J. Anderson, pres.-mgr. and Victor Mouritsen vice-pres.

Filer, Ida.—While on a narrow rafter of the Farmers Grain & Mlg. Co.'s elvtr. seeing if oil cups for parts of the machinery were properly adjusted, Kenneth Annette, mgr. fell causing severe bruises upon the head, shoulders and spine. He will be confined to bed for some time. Mr. Annette is also traveling auditor for the Farmers Grain & Mlg. Co. with elvtrs. at Filer, Twin Falls and Kimberly.

## ILLINOIS

Merna, Ill.—The Merna Grain Co. had its elvtr. painted.

New Berlin, Ill.—The Farmers Grain Co. is having its elvtr. painted.

Minier, Ill.—The Little Mackinaw Grain Co. is repairing its elvtr. and lowering the driveway.

Strawn, Ill.—The elvtr. operated by Harry Tjardis was slightly damaged by lightning recently.

Rockford, Ill.—New machinery is being installed in the grist mill of which Chas. Nelson is prop.

Olney, Ill.—Mail addressed to A. J. Poorman & Co., Gaddis Mill, has been returned marked "unknown."

Ashmore, Ill.—H. H. Wright is the successor of A. J. Dailey as mgr. of the Ashmore Farmers Co-op. Ass'n.

Ridgefield, Ill.—F. Frohman is no longer with the Ridgefield Farmers Elvtr. Co. and has removed to Chicago.

Garber, Ill.—The elvtr. of Noble Bros. recently struck by lightning was only slightly damaged.—Henry Noble.

Minier, Ill.—I succeeded W. H. Sample as mgr. of the Minier Co-op. Grain Co. on April 1st, 1921.—Harry Brennemann.

Rollo, Ill.—The elvtr. which burned here recently was owned by Strong & Strong and not the Rollo Grain Co. as erroneously reported.

Harmon, Ill.—On Monday night, Sept. 24, the office of the Armour Grain Co. was entered and forty dollars stolen from the safe.

Havana, Ill.—Frank Haesner of Peoria has succeeded Robt. M. McFadden who resigned as mgr. of the G. C. McFadden & Co.'s elvtr.

Peoria, Ill.—A petition of the stockholders has been signed and entered at the county recorders office for the dissolution of the Central City Elvtr. Co.

Wing, Ill.—The elvtr. of the Wing Grain Co., is being repaired with a general overhauling and also a new roof, Mr. Wyatt having charge of the work.

Allen Station (San Jose p. o.), Ill.—John Wiemer is building an 18,000-bu. cribbed elvtr. on the C. & N. W. Ry. and expects to have it completed by Dec. 1.

Pinkstaff, Ill.—The Pinkstaff Co-op. Elvtr. Co. has purchased the 60,000-bu. elvtr. of the Horner Elvtr. & Mill Co. on the Cairo division of the Big Four R. R.

St. Anne, Ill.—The two elvtrs. I have recently purchased and have taken possession Oct. 1 will be run under the name of the Kerr Grain Co.—Andrew Kerr.

Elmwood, Ill.—The Elmwood Farmers Elvtr. Co. tore down its old warehouse and will erect a new warehouse, the outside being covered with corrugated galvanized iron.

San Jose, Ill.—Several hundred bushels of grain were spilled on the ground when the north elvtr. of the Co-op. Grain Co., being too heavily loaded with grain burst.

Fairmount, Ill.—We do not know the kind of elvtr. we will build at present to replace the one which burned Sept. 19.—W. L. Jackson, mgr. Farmers Co-op. Grain Ass'n.

Pekin, Ill.—Frank M. Ward, of Graham & Martin Grain Co. of St. Louis, Mo., had his Ford coupe stolen from in front of the Tazewell Hotel, while he was eating supper, Oct. 7.

Peoria, Ill.—The state convention of the Farmers Grain Dealers Ass'n will be held in Peoria, February 5-7, Fred A. Mudge of Peru is pres. and Lawrence Farlow, of Bloomington, sec'y.

Junction, Ill.—E. W. Moore & Co., also operating as the Junction Elvtr. Co., are installing new pumps, new receiving bins, 200-ft. drag chain, iron roof and siding; changing from gasoline to electric power.

Foosland, Ill.—An elvtr. is being built to replace that which burned some time ago by the Foosland Grain Co. The outside of the elvtr. will be covered with sheet iron, and it is expected will be ready for use in about three weeks.

Dekalb, Ill.—The Farmers Grain & Lumber Co. incorporated; capital stock \$100,000. Incorporators are George A. Fox, H. Townsend, R. N. Wilkinson and Frank B. Lloyd all of Sycamore and Henry McCough and Fred Middleton of Maple Park.

## CHICAGO NOTES.

Andrews Milling Co., changed its name to J. R. Short Milling Co.

Goudy Mayfield has resigned as vice-pres. of Rodgers, Mayfield & Co.

Thomas J. Bagley, recently suspended for insolvency, has settled his financial difficulties and was reinstated.

W. C. Eaton, with the U. S. Grain Corp. during the war has been appointed a solicitor by Cross-Roy-Saunders.

John W. McCordle of McCordle-Black Co. of Indianapolis and C. A. Terrill have been suspended under the insolvency rule.

A movement for a new clearing house system is being discussed by Board of Trade members. The directors have appointed a special com'te to handle it, Frank E. Carlyle being the chairman.

The following were admitted to membership in the Chicago Board of Trade Oct. 9: Thomas E. Hosty; A. J. Bustin of A. J. Bustin & Co., Liverpool, England, and Joseph Leonard of New Orleans.

B. B. Denniston & Co. have opened an office in the Webster Bldg. for a commission business in grain, provisions, stocks and bonds. E. C. Remick is mgr. and is a member of the Board of Trade. Don C. Carr, formerly occupying these offices is now in the Board of Trade Bldg.

The Board of Trade Mutual Benefit Ass'n has received 66 applications for membership of late, which will bring the present membership up to about 800. A special com'te of 25 is to be appointed to continue work for new members. In 31 years death benefits of \$1,297,000 have been paid; average deaths have been 16 yearly. Officers elected were, Adolph Kempner, James A. White, D. H. Harris, John F. Brennan and Royal W. Bell.



The Board of Trade Fellowship Club, composed of board members and clerks around the Board of Trade will banquet Thursday evening, Oct. 11, at Hotel Sherman. Com'te in charge is William Hall, W. J. O'Brien and W. B. Fenton.

New members admitted to membership in the Board of Trade are: Harold Anderson, of Nat'l. Mlg. Co., Toledo, O.; Cecil C. Blair, sec'y Globe Elvtr. Co., Duluth, Minn.; Ferdinand H. Geldermann, Chicago; Adam Fred Dick, Oak Park; Harbert B. Van Ness, H. B. VanNess & Co., Detroit, Mich.; Walter R. McCarthy Capitol Elvtr. Co., Duluth, Minn.; Charles M. Kennedy, Buffalo, N. Y.; Mike S. Hart, Alex Human & Co., New Orleans, La.

Dry salted bellies have superseded the other cuts of pork in the provision trade, so that the futures of pork and ribs on the Board of Trade have been neglected. Accordingly the members of the Board by a vote of 537 to 7 on Oct. 8 adopted a resolution changing the rules so as to permit trading in bellies. It is said the manufacture of dry salted bellies amounts to over 800,000,000 pounds a year and that the creation of the new future will stimulate speculative interest in pork products.

## INDIANA

Hagerstown, Ind.—Leon Leas of West Manchester, O., has purchased the grain elvtr. here.

Crawfordsville, Ind.—Mr. and Mrs. A. E. Reynolds are on the Atlantic bound for Europe.

Hatfield, Ind.—The Cadick Mlg. Co. with home office in Grand View will have a Hess drier installed here.

Mt. Vernon, Ind.—A large coal shed and machinery for handling coal is being installed at the Farmers Elvtr. Co.

Greenwood, Ind.—An addition to the warehouse of the Greenwood Grain Co. is being built which will more than double its present capacity.

Indianapolis, Ind.—The Early & Daniel Co. of Cincinnati, O., has discontinued its office here and transferred Milton Crowe to Louisville, Ky.

Indianapolis, Ind.—The Transit Mlg. Co. an Ohio Corporation qualified in Indiana; capital in this state \$100,000; agt. Clyde M. Cochran, Greendale.

Boonville, Ind.—The Thornburgh warehouse business has been purchased by Dillard Reed who will take charge Nov. 1, with a full line of feeds, seeds, hay, grain and fertilizer.

Yoder, Ind.—The Studebaker Grain & Seed Co. has purchased the elvtr. formerly operated by Jacob Harber, prop. Yoder Grain Co., who died Sept. 22. Possession was given Oct. 10.

New Waverly, Ind.—The elvtr. of the Farmers Elvtr. Co. was destroyed by fire Oct. 5 with an estimated loss of \$15,000; partly insured. Twelve hundred bus. of grain were destroyed.

Pendleton, Ind.—A receiver has been asked for the Collingwood grain elvtr. owned by Jesse and Albert Reep in a suit brought by John A. Comas of Indianapolis based on a note and mortgage for \$2,500.

Evansville, Ind.—Chas. H. Vincent will open an office here to be known as Ohio Valley Grain Co. Plans have been drawn for a 25,000-bu. elvtr. to be erected on the belt line so as to serve all railroads. Work will commence immediately. The elvtr. will be ready for operation by Jan. 1, and will serve direct the southeastern trade.

Kirklin, Ind.—The corporation of the Kirklin Grain & Fuel Co. will be dissolved. The petition was granted thru the action of James M. Turner, who wanted to regain possession of certain lands involved. The company was organized and certain lands were deeded to the corporation for use in business, but the organization was never completed.

Indianapolis, Ind.—A receiver will be appointed for McCardle & Black, on petition of John W. McCardle, who desires to have the affairs of the company settled and the business discontinued. Mr. McCardle said that the firm was not being operated successfully and that he decided to have it closed. The concern was started four years ago by Bert K. Black and Clyde McCardle, son of John W. McCardle. At the death of the son two years ago John W. McCardle became connected with the management.

## IOWA

Grand Junction, Ia.—The Cramer Grain Co. will install a new leg.

Brunsville, Ia.—Our new mgr. is Herman Harms.—Farmers Co-op. Elvtr. Co.

Cooper, Ia.—The Farmers Elvtr. Co. J. E. Thorp, mgr. is installing a 10-h.p. motor.

Des Moines, Ia.—J. C. Lake Grain Co. has moved to a new location in the Hubbell Bldg.

Bradford, Ia.—The business of the Farmers Elvtr. Co., will be directed from Iowa Falls.

Whittemore, Ia.—O. J. Kaschmitter has installed a Kewanee Dump and Fairbanks Scales.

Wapello, Ia.—A thief entered the office of the Farmers Elvtr. & Exchange recently, and took about \$46.00.

Bedford, Ia.—George Reece has succeeded R. R. Pollock, who resigned as mgr. of the Farmers Union Elvtr. Co.

Blairsburg, Ia.—C. C. Buck of Iowa Falls, is including a truck scale and dump in the new equipment he is installing.

Panora, Ia.—We have purchased the Armour Elvtr. here.—Farmers Elvtr. Co. An automatic scale will be installed.

Truesdale, Ia.—K. R. Frazier & Son of Colo. have bot M. H. Spurgeon & Son's elvtr. and will take possession Oct. 15.

Missouri Valley, Ia.—The elvtr. of the Updike Grain Co. is being motorized, getting power from the Iowa Service Co.

Monmouth, Ia.—Lee Ripperton has purchased the mill and residence of Chas. Long and will take possession Oct. 1.—J.

Rock Rapids, Ia.—J. C. Cortney is the new mgr. for the St. John Grain Co. here.—C. A. Kirk, Avoca Grain Co., Avoca, Minn.

Elberon, Ia.—I am the new mgr. of the Farmers Elvtr. Co.—O. U. Johnson, formerly with Farmers Co-op. Society, Bode, Ia.

Ryan, Ia.—The A. W. Savage Lbr. Co. has let contract to the Younglove Constr. Co. to build a 10,000-bu. cribbed, iron clad elvtr.

Milford, Ia.—Patrick Warren, engaged in the grain business for the past three years, was married Sept. 19 to Miss Stacia Smith.

Parkersburg, Ia.—We are successors to the Independent Grain & Lumber Co.—Parkersburg Elvtr. Co. P. J. Ocken; sec'y-treas. and mgr.

Smithland, Ia.—The Trans-Mississippi Grain Co. will build a 20,000-bu. cribbed iron-clad elvtr. Van Ness Const. Co. has the contract.

Rodney, Ia.—McMasters & Nicholson are building a 10,000-bu. studded, steel clad, elvtr., motor driven. Van Ness Const. Co. has the contract.

Pella, Ia.—A fire occurred in the elvtr. of the Farmers Co-op. Ex. from sparks from a passing locomotive; but only slight damage was done.

Sioux Rapids, Ia.—We have bot out the Strom Grain Co.—Ryan & Harms, H. Ryan, formerly mgr. of the Farmers Co-op. Elvtr. Co., Brunsville, Ia.

Ericson (Boone p. o.) Ia.—The Farmers Elvtr. Co. is equipping its plant with a new air pressure dump. The dump is enlarged to accommodate trucks.

Montgomery, Ia.—Mr. Albert has recently leased the elvtr. of B. B. Anderson & Sons. Mr. Albert operates an independent elvtr. here and will operate both elvtrs.

Whiting, Ia.—I have succeeded John Sexton as mgr. of the Whiting Farmers Co-op. Elvtr. Co.—C. E. Persinger, formerly of Fullerton Equity Elvtr. Co., Fullerton, N. D.

Hinton, Ia.—O. D. Harrison, who was book-keeper is now mgr. of the Farmers Co-op. Co. The company organized ten years ago is doing a very thriving grain, lumber and coal business.

Mount Pleasant, Ia.—The elvtr. of A. D. Hayes Elvtr. Co. burned Sept. 24 consuming 6,000 bus. of wheat, 3,500 bus. oats and 3,000 bus. corn. Loss about \$60,000; partly insured. The elvtr. is being rebuilt.

Lakota, Ia.—The plant of Gifford Grain Co. which we recently purchased will be known as the firm of Greig & Stockdale. H. T. Lathrop, formerly mgr. of the Farmers Elvtr. at Superior is mgr. of the station.—H. Lathrop, Greig & Stockdale.

Clearfield, Ia.—The elvtr. of the Garver Grain Co., which is being rebuilt, reported in this column Sept. 25, will be of 15,000 bus. capacity, studded, steel clad, motor driven, with Western sheller and cleaner. Van Ness Const. Co. has the contract.

Percival, Ia.—The elvtr. of Kellogg-Wilson Grain Co. which burned Sept. 12 from a tramp breaking into the cob house is being rebuilt and will be completed shortly. The elvtr. is 20,000 bus. capacity, studded, steel clad. Power will be furnished by a 25-h.p. Fairbanks Y engine. A Western sheller and cleaner will be installed. The Van Ness Const. Co. are doing the work.

Toledo, Ia.—The negotiations being carried on by the Eclipse Mlg. Co. and the Tama & Toledo Railroad were completed and the mill property and complete equipment passed into possession of the latter company. The Mesquakie Mlg. Co. is now running the business; the force employed by the Eclipse company, Miss Minnie Patrick in charge, will continue to operate the business.

## KANSAS

Silver Lake, Kan.—J. J. Merillat operates an elvtr. here.

Reading, Kan.—Work on the elvtr. is progressing nicely at the farm of T. J. Price.

Verdi, Kan.—Tyler & Co., mail Junction City, have succeeded the Farmers Elvtr. Co.

Buffalo, Kan.—I have succeeded F. J. Du-mond as mgr. of the Buffalo Grain Co.—Chas. V. Thomas.

Johnson, Kan.—Work on the elvtr. of Gaskett Bros. of Moscow will commence as soon as the weather permits.

La Cygne, Kan.—Guy W. Jones, mgr. of the Blaker Lumber & Grain Co.'s business for the past three years has resigned.

Turon, Kan.—We have leased our elvtr. to the Raines Grain Co. of Turon.—Turon Mill & Elvtr. Co., J. R. Reed & Sons.

Salina, Kan.—A fire occurred in the head house of Elvtr. "A" of the Western Star Mills Oct. 3; \$20,000 loss, fully insured.

Grove, Kan.—The new 10,000-bu. iron clad elvtr. of J. J. Merillat is in full operation and is a modern corn and small grain handling elvtr.

Eldorado, Kan.—The fire which occurred recently in the elvtr. of L. H. Powell Co. was confined only to the warehouse, with slight damage.

Belle Plaine, Kan.—The Belle Plaine Grain & Elvtr. Co.'s office was robbed. Four men were arrested at Wellington in connection with the robbery.

Horton, Kan.—An elvtr. is being built here to replace that which burned a few months ago by A. F. Roberts of Sabetha, who will operate the house.

Abilene, Kan.—A new head house which will be 40 ft. by 125 ft. and bin storage will be added to the east end of the present elvtr. of the Hoffman Mills.



Haven, Kan.—The Haven Flour Mill has reopened for business.

Gridley, Kan.—The Gridley Produce & Feed Co. of H. W. Kurtz has been purchased by E. H. Kaufman and will be known as the Gridley Grain & Produce Co.

Syracuse, Kan.—The elvtr. jointly owned by J. T. Gray of Moscow and his son Mark Gray of Manter is nearing completion and has a capacity of 20,000 bus.

Sand Springs (Solomon p. o.), Kan.—Mail addressed to the W. T. Hacker Grain Elvtr. successor to the Sommer Grain Co., has been returned marked "unclaimed."

Dwight, Kan.—Jos. Reed has succeeded F. D. Miles as mgr. of the elvtr. of the Robinson-Wyatt Co. Mr. Miles will take over the management of an elvtr. at Hill City.

Falun, Kan.—The books of the Farmers Union Elvtr. were audited recently and showed a loss of over \$20,000. The company, however, will continue in the grain business.

Hutchinson, Kan.—The Collingwood-Moore Grain Co., recently organized, succeeded the Moore Grain Co., and is operating the L. H. Pettit Grain Co.'s elvtr. purchased by their predecessor.—Cal.

Ford, Kan.—Mr. Hipple, mgr. of the elvtr. of the Ford Equity Exchange was injured recently while working in the pit. The buckets caught his hand, mangling the first two fingers and injuring the bone.—Cal.

Ellis, Kan.—Thieves forced entrance to the Golden Belt Co-op. elvtr., and departed after a futile attack on the office safe. This is the third unsuccessful attempt to burglarize elvtr. offices here within the last three months.

Baxter Springs, Kan.—Vernon Tell, an employee of the Stauffer-Cammack Grain Co. was severely bruised when a car in which he was riding was struck by a truck. The truck was demolished, but the driver escaped injury.

Wichita, Kan.—The stockholders of the Victory Mill & Elvtr. have asked for a receiver. John Madden Jr. is pres. of the company which was organized recently for \$1,000,000 with plans to erect a large mill in North Wichita.

Coffeyville, Kan.—Perry N. Allin has bot the 175,000-bu. Mo. Pacific elvtr. from the Wilson Elvtr. Co. and will operate it as the Allin Grain Co. This house was formerly operated by the Hall-Baker Grain Co. Electric power will be installed.

Hutchinson, Kan.—G. C. Hipple has resigned as manager and director of the Security Elvtr. Co., and has been succeeded by Phil M. Clarke, formerly head of the P. M. Clarke Grain Co. here, and previous to that manager of the New Era Milling Co., of Arkansas City. The Security Elvtr. Co. will continue to operate its terminal elvtr. in this city, as well as its line of country stations. Mr. Hipple will take a brief vacation, at the end of which he expects to re-engage in the grain business in Hutchinson. He retains his office as president of the Hutchinson Board of Trade.—Cal.

## KENTUCKY

Falmouth, Ky.—The Licking Valley Mlg. Co., incorporated; capital stock \$24,000; incorporators, Harry Crutchfield, Geo. Boorer and Geo. C. Parsons of Falmouth.

## LOUISIANA

New Orleans, La.—B. Montes has given up his office in the Queen & Crescent Bldg. and discontinued business.

New Orleans, La.—K. J. Bartsch, of Wallingford Bros. Grain Co. has resigned to enter business in Laurel, Miss.

## MARYLAND

Baltimore, Md.—George A. Hax, sr. of the G. A. Hax & Co. is confined to his home in Roland Park due to an attack of stomach trouble.

## MICHIGAN

Elmira, Mich.—The warehouse of C. G. Honeywell burned recently with a total loss.

Harbor Beach, Mich.—L. A. Riedel is mgr. of the Farmers Co-op. Co. and not Frank Tingley as erroneously reported.

Freeport, Mich.—The elvtr. of the Freeport Farmers Elvtr. Co. was totally destroyed by fire Oct. 5; fully insured.

Brown City, Mich.—Plans are being discussed for the rebuilding of the elvtr. and mill of the Eureka Mlg. Co. which burned recently.

Marengo, Mich.—The new Albion Elvtr. Co. has taken over the Albion and Marengo elvtr. plants of the Albion Farmers Elvtr. Co.—A. D. Jeffery, mgr.

Dimondale, Mich.—We are installing new bean machinery and electrifying the plant of the elvtr. recently purchased from Stockbridge Elvtr. Co.—The Cushman Co.

Kaleva, Mich.—We have just recently enlarged our elvtr. to a capacity of 19 carloads and not 6 as erroneously reported. Have been in the grain business for the past 12 years.—Chas. Dodd, mgr. Kaleva Produce Co.

Au Gres, Mich.—The elvtr. of the Au Gres Elvtr. Co., which burned some time ago, has been rebuilt and is in operation. A new feed grinder is being installed. George Thaut is in charge and Gilbert Willett is his assistant.

Stanton, Mich.—The Stanton Elvtr. Co. has taken over the holdings of the Gleaner Clearing House Ass'n, consisting of elvtr., coal sheds, potato house and will do a general business along these lines. E. C. Lorver, pres. Sofus Oleson, vice-pres.—H. Mulholland, sec'y.

Onsted, Mich.—H. E. Branch owner and operator of the Addison Flour Mills at Addison and Lester Winter have purchased the Onsted grain elvtr. which will be opened for business at once to handle grain, seeds and feeds. A feed grinding outfit will be installed later.

## MINNESOTA

Marietta, Minn.—I am agent for the Pacific Elvtr. at this place—Wm. G. Meyers.

Minneapolis, Minn.—The Washburn-Crosby Co. has increased its capital stock to \$14,000,000.

Minneapolis, Minn.—LeRoy Godfrey has reentered the grain business and has offices in the old Chamber of Commerce.

Bigelow, Minn.—Spracher & Co. are building a 25,000-bu. cribbed, steel clad elvtr. Younglove Const. Co. has the contract.

Duluth, Minn.—W. F. Converse of the Occident Terminal Elvtr. Co. has purchased the Board of Trade membership of J. L. McCaull.

Ellendale, Minn.—The Farmers Milling & Elvtr. Co. incorporated; capital stock \$10,000; incorporators U. C. Jansen, G. E. Sloan and Swend Swendson.

Avoca, Minn.—The Avoca Grain Co. is operating the farmers elvtr. here, until the farmers can re-organize and take over the plant again.—C. A. Kirk, mgr.

St. James, Minn.—The St. James Roller Mills plant was destroyed by fire Sept. 23 with a loss of \$45,000 on building and contents. Insurance, \$33,500.

St. Paul, Minn.—The Old Fashioned Millers, Inc. J. C. Enright, pres. has purchased the mill of the Lindeke Roller Mill Co., which has been rented by them for a number of years.

St. Hilaire, Minn.—The elvtr. we recently purchased here has been repaired and repainted and is now up-to-date. This is on G. N. Ry. and about 20,000 bu. capacity.—Sandberg-Roe Co., Crookston, Minn.

Stacy, Minn.—The mill recently purchased here by H. L. Barott and E. J. Houle will be operated under the name of the Stacy Elvtr. Co. H. L. Barott will manage the office at Forest Lake—E. J. Houle.

Frost, Minn.—L. B. Lund has succeeded me as mgr. of the Farmers Co-op. Elvtr. Co.—Wm. G. Meyers, Marietta.

Lakefield, Minn.—E. P. Allison, against whom the Farmers Elvtr. Co. sought the recovery of money on notes amounting to \$7,000 covering an alleged shortage with the company for which he was mgr. in the district court won the victory.

Northrop, Minn.—A. C. Becker and Hubbard & Palmer Co. have both installed motors and are running the elvtrs. by electric power. E. W. Hartman, mgr. of Hubbard & Palmer Co. here and at Schroeder, has resigned to accept a position at New Ulm.—A. G. Becker.

Duluth, Minn.—The Minnesota and Wisconsin officers have reached an agreement covering the sampling, and grading of grain at the head of the lakes. Under it a Minnesota state sampler can go to Superior and obtain samples of grain in cars and Wisconsin officials can do likewise at Duluth.

The Pillsbury Flour Mills Co. has increased its capital stock from \$5,000,000 to \$12,500,000. A. C. Loring, pres. reported that the stock was increased to consummate negotiations by which the Minneapolis company will take over the property and assets of the Pillsbury-Washburn Flour Mills Co. Ltd. of London.

St. Paul, Minn.—The Legislative com'te on grain trading, with grain commissioners of North and South Dakota and Wisconsin will hold a meeting Oct. 10 to discuss the possible revision of the federal grain grades. A program will be outlined and submitted to the next session of congress to change these grades and should they fail to make the desired change, the proposition will then be taken up with Pres. Coolidge.

Minneapolis, Minn.—The Chamber of Commerce elected the following officers at its annual meeting, held Oct. 4: Pres., T. W. Hall; first vice pres., A. L. Searle; second vice pres., H. J. Moreton; directors, (two year term), Shreve M. Archer, J. C. Wyman, John S. Pillsbury, F. J. Seidl and A. F. Owen; directors, (one year term), P. B. Getchel and H. G. Dickey; board of arbitration, (two year term), Asher Howard, E. S. Ferguson and James Macrae; board of appeals, (two year term), J. A. Mull, Paul C. Rutherford and Clyde G. Williams; board of appeals, (one year term), E. L. Doherty.

## MISSOURI

St. Louis, Mo.—The R. L. Canole Grain Co. is out of business.

Centerview, Mo.—Goode & Harriman have bot the elvtr. of J. H. Lampkin.

Jamesport, Mo.—The Rooksfehr Mlg. Co. bot the mill and elvtr. operated by the Mason Grain Co.

St. Joseph, Mo.—Everett Rushton has succeeded Joseph Dusenberry as deputy state grain inspector.

Watson, Mo.—Turner Bros. of Red Oak will build an 18,000-bu. cribbed, steel clad elvtr. Younglove Const. Co. has the contract.

Norborne, Mo.—Joseph M. Jones is trustee of the Farmers Elvtr. Co.'s plant, which is bankrupt and will be sold at auction Oct. 20.

North Kansas City, Mo.—The Corn Products Refining Co. of Kansas City does not expect to resume operations of its plant here for some time.

Clinton, Mo.—The Bailey Grain Co., which recently purchased the Hurley mill and elvtr., is building a concrete addition to the warehouse, 30x18 ft.

St. Louis, Mo.—Robt. N. Waller's membership in the Merchants Exchange is being transferred to Stephen J. Loftus of the Kehlor Flour Mills Co.

Gilman City, Mo.—A new cereal mill financed by W. P. Mumma, J. S. Mumma, C. W. Mumma and D. H. Manville is being built three miles from here.



Springfield, Mo.—The Mead-Patterson Grain & Feed Co. incorporated; capital stock \$100,000. Incorporators: J. D. Mead, W. M. Patterson, E. A. Shaver and others.

St. Louis, Mo.—The Hamilton Flower Shop incorporated; to do a wholesale and retail business in seeds and grain. Incorporators are Carl Phillips, Bessie Siegel and P. A. Lavin.—P.

Hamilton, Mo.—The Pattonsburg Mill & Elvtr. Co., of which Henry Green is mgr., has bot the mill of the Bainter Mlg. Co. of which G. H. Oxford was prop. and took possession recently.

St. Louis, Mo.—Chas. E. McCartney, of the Ralston Purina Co., Chester L. Weeks, of Hunter-Robinson Mlg. & Grain Co., and J. C. Dougherty, of Marshall-Hall Grain Co., have been admitted to membership in the Merchants Exchange. The following memberships were transferred, Fred H. Udell, Geo. Edw. Cooper and J. C. Darby.

#### KANSAS CITY LETTER.

I am out of the grain business.—G. W. Jackson.

D. S. Flemming with the Hall-Baker Grain Co. for many years has resigned and is located at Los Angeles.

C. W. Lawless of the Lawless Grain Co., was married Sept. 20 to Miss Mary L. Carence, formerly of Freeport, Ill.

A. R. Aylsworth, formerly an officer of the Federal Grain Co. has opened a brokerage business on his own account.

A total of \$36,394 was obtained at Kansas City thru solicitation of contributions to the Southwestern Kansas seed wheat loan.

John M. McCord has purchased the interest of David Logan in the McCord-Logan Grain Co., and will enter the business with C. F. McCord.

Alfred Hertz has purchased the Board of Trade membership of W. O. Brackett, for \$7,300. This is \$1,000 less than the last previous sale.

Kenneth G. Irons is associated with the Norris Grain Co. in charge of the consignment department. He was formerly with the Federal Grain Co. in the same capacity.

On Sept. 26, the Board of Trade signed contract for the erection of a 12-story building, the exterior being faced in brick and terra cotta, the interior to be finished throughout in Philippine mahogany. Excavating is expected to start within six weeks, the structure to be erected by Mrs. Rodella Dwight. Lease at the cost of 1½ million dollars and it is expected to be completed within a year. The new structure will be the second largest grain exchange building in the United States, being exceeded by the Minneapolis exchange. Negotiations for the new building have been carried on by the building com'ite composed of John Fennelly, chairman; E. O. Bragg, F. C. Vincent, W. C. Goffe and C. M. Hardenburgh. The Exchange has occupied the present 6-story building since 1888. It has been remodeled frequently but many firms have been compelled to obtain quarters in nearby building owing to lack of space. The lease on the building expires Dec. 31, 1924.

#### MONTANA

Culbertson, Mont.—The burned elvtr. of the Occident Elvtr. Co. is being rebuilt.

Laurel, Mont.—Roy Carter has succeeded Roy Redhair as mgr. of the Denio Milling Co.'s elvtr. Mr. Redhair was selected for the position of superintendent of the concern's line of elvtrs. at Sheridan, Wyo.

Ollie, Mont.—The elvtr. of the Occident Elvtr. Co., which burned recently, will be rebuilt same size as old one by Hickok Const. Co. The Farmers Equity Co-op. Ass'n closed its doors Oct. 1. The plant sold at a sheriff's sale and will be run under the name of Wm. O. Loughlin Elvtr.

Missoula, Mont.—The Missoula Feed & Grain Co., incorporated; capital stock \$25,000. Incorporators, Walter H. McLeod, Samuel J. Wright and L. E. Bunge.

#### NEBRASKA

Utica, Neb.—The elvtr. of E. L. Hulburt & Son burned Oct. 7.

Omaha, Neb.—The Flanley Grain Co. closed its office here Sept. 29.

Lisco, Neb.—The Sterling Lbr. & Investment Co. has completed its elvtr.

Allen, Neb.—Mail addressed to the Wm. Slaughter Grain Co. has been returned.

Elmcreek, Neb.—The Platte Valley Mlg. Co. will commence operation of its mill shortly.

Gurley, Neb.—The elvtr. of the Steel Grain Co. burned recently. Total loss over \$10,000; insured.

Dalton, Neb.—The elvtr. of the Dalton Grain Co., Anderson & Pelster, props., was damaged by fire. Loss \$1,200.

Nebraska City, Neb.—M. L. Crandell, mgr. of the Farmers Elvtr. Co., has entered a hospital at Omaha to receive treatment.

Magnet, Neb.—The Dolphin-Jones Grain Co. has overhauled and repaired its elvtr. and put in new sills and a concrete foundation.

Fullerton, Neb.—The office of the Fullerton Elvtr. & Mlg. Co. was entered by thieves recently who secured about \$300 in cash and checks.

Rockford, Neb.—I have purchased the elvtr. on the C., B. & Q. from Mr. B. T. Cox. I had this elvtr. leased last year.—A. L. Burroughs.

Ulysses, Neb.—The Farmers Grain & Supply Co. is now out of business. The plant is leased to Amos Kilgore who is doing business for his own account.

Ulysses, Neb.—M. T. Cummings has taken a lease on the lumber yard property of George Dobson and is converting it into storage space for oats and cribbed corn.

Omaha, Neb.—The office of the Norris Grain Co. has been closed. I. C. Harden, former mgr. has returned to the Trans-Mississippi Grain Co., and M. W. Cochrane who had charge of the commission department is with the Consolidated Mlg. Co.

Holdrege, Neb.—C. B. Seldomridge of Colorado Springs has an office here to manage his elvtrs. in Atlanta, Loomis, Bertrand, Eustis, Farnam, Bladen and Lawrence. I am still with Seldomridge and own elvtr. at Loomis myself, run as Sells & Rector.—A. G. Rector.

Omaha, Neb.—Frank Taylor, chairman of the radio com'ite and his associate members of the Grain Exchange are adding to the equipment and are increasing the efficiency of their radio sending station. The sending capacity has been increased to 500 watts, using 360 meter wave lengths.

Crete, Neb.—E. L. Stancliff, mgr. of the Crete Mills for the past three years, has tendered his resignation. Mr. Stancliff is a director of the Nebraska Millers' Ass'n and of the Southwestern Millers' League. He has not yet said whether he will maintain connection with the milling industry, but it is probable he will locate in an eastern state.

#### NEW ENGLAND

Pittsfield, Mass.—The Berkshire Flour & Grain Co. has purchased for \$100,000 the brick block of George H. and John A. White.

Waterbury, Conn.—Rose Newell in charge of the Adams Co. in North Woodbury has become mgr. of the Spencer Grain Co. Inc. here.

#### NEW JERSEY

Hammonton, N. J.—John C. Anderson has been admitted to membership in the Philadelphia Commercial Exchange. John C. Anderson has taken over the business of Anderson Bros., after the death of his brother Samuel about a month ago.

#### NEW MEXICO

Clovis, N. M.—The Farmers Elvtr. Co., incorporated; capital stock, \$150,000; incorporators, L. H. Sanders, J. W. Board, Glyn Smith, J. C. Nelson, A. W. Hockenhull, Clovis; G. C. Singleterry, Texico, and Lester Stone, Amarillo, Tex. Lester Stone writes: The Farmers Elvtr. Co. will take over the property of the old Western Elvtr. Co. which concern was recently liquidated by a court sale. No new improvements will be made.

#### NEW YORK

New York, N. Y.—Ely Bernays, internationally known grain speculator and philanthropist, died here Oct. 8.

New Bremen, N. Y.—A petition in bankruptcy has been filed by the Farmers Mlg. Co. Liabilities \$24,624; assets, \$15,616.

Glens Falls, N. Y.—Mail addressed to H. B. Martin who was reported to be building a grain elvtr. 70x30 ft. has been returned.

Carthage, N. Y.—The Carthage Mlg. Co. incorporated; capital stock, \$70,000. Incorporators, J. P. Rubar, Harold Rubar, and F. J. Rubar.

Oswego, N. Y.—James Stewart & Co. have the contract for building the barge canal elvtr. here, at \$1,119,985.83, with a capacity of 1,000,000 bus.

Oswego, N. Y.—The Ontario Mlg. Co. has a contract for the erection of an addition to its plant; the addition being preliminary to the erection of tanks and eventually an elvtr. of 500,000 bus. capacity.

Troy, N. Y.—The State has not proceeded with plans for the construction of a grain elvtr. at Troy beyond the appropriation of a sum of money for the acquisition of the site for such a structure.—E. S. Walsh, Commissioner of Canals and Waterways, Albany.

Tonawanda, N. Y.—Former County Judge Norman D. Fish has prepared a bill which will be introduced in the 1924 legislature for the building of a state grain elvtr. here. This matter will be placed before the canal interests convention in Syracuse. James P. Mackenzie will represent the Tonawandas at the Syracuse meeting.

Troy, N. Y.—An appropriation of \$300,000 was made toward the construction and equipment of a grain terminal to be located here. The exact location of the elvtr. has not been definitely adopted, nor has any additional land, which may be required, been appropriated. We are not as yet in a position to give any definite information with regard to the type and character of the elvtr. nor dates as to when the construction will be started. Arnold G. Chapman, Deputy State Engineer, Albany.

#### NORTH DAKOTA

Fordville, N. D.—The house of the Spaulding Elvtr. Co. has been repaired and painted. T. E. Ibberson Co. had the contract.

New Rockford, N. D.—The Midway City Milling Co. incorporated; capital stock, \$35,000; incorporators, W. H. Carson and C. M. Hoagland.

Whitman, N. D.—Repairs are being made at the Farmers Elvtr. Co. by T. E. Ibberson Co. The Spaulding Elvtr. Co. is painting and repairing its elvtr. here. T. E. Ibberson is doing the work.

Fullerton, N. D.—I am now mgr. of the Whiting Farmers Co-op. Elvtr. Co. succeeding John Sexton. H. O. Phillips of Holloway, Minn. has succeeded me as mgr. of the Fullerton Equity Elvtr. Co.—C. E. Persinger.

Cummings, N. D.—The Cummings Farmers Elvtr. Co., which recently incorporated as stated in Sept. 10 issue, merely took over the property of the Cummings Equity Elvtr. Co. and reorganized. Pres. A. Sundby, Selmer Washlien, sec'y, John Johnson, treas., John Soldbug, vice-pres., B. M. Klinger, mgr., are the same as were in charge of the Cummings Equity Elvtr. Co.—Cummings Farmers Elvtr. Co.



Aneta, N. D.—The Cullen Elvtr. Co. is making improvements in its elvtr. T. E. Ibberson has the contract.

Wahpeton, N. D.—The side wall of the Baldwin Flour Mill's elvtr. of which Ira G. Moats is mgr. gave way, scattering 1,000 bus. of flax in front of the elvtr.

Merricourt, N. D.—An order to show cause why the W. C. Mitchell Grain Co. of Minneapolis should not be restrained from using the elvtr. at Merricourt until the court had determined the legality of the U. S. marshal's sale at which they bid it in, is being argued before Judge Andrew Miller in district court. The elvtr. which was formerly owned by J. O. Glenn and Robert Hafey was bid in last May by the Mitchell Co. for \$5,000. The latter company had obtained a judgment of \$13,000 against Glenn and Hafey on notes and applied the \$5,000 on the judgment. Glenn immediately started suit to have the sale set aside.

## OHIO

Funk, O.—Harvey Fike has removed from this place to West Salem.

Sabina, O.—W. A. Linkhart is improving and enlarging his elvtr. here.

Columbus, O.—The Early & Daniel Co., of Cincinnati, has discontinued its office here.

Norwalk, O.—The Firelands Elvtr. Co. has completed a fireproof merchandise warehouse.

Columbus, O.—The Fall meeting of the Ohio Grain Dealers Ass'n will be held here next month.

Pandora, O.—The establishment of a co-operative elvtr. here is being considered by the Farmers.

Tiffin, O.—F. C. Sparks has succeeded Claude Fogleman as mgr. of the Tiffin Farmers Exch. Co.

Lucasville, O.—The interest of John Moulton in the Zeisler Grain Co.'s plant was sold to Kelley Durham.

Mt. Vernon, O.—Chas. Ewers is receiver for Levering Bros., hay and produce merchants of Mt. Vernon and Fredericktown.

Paulding, O.—Edward Finan has resigned as mgr. of the elvtr. of the Paulding Equity Exchange after four years of service.

Jamestown, O.—C. E. Lloyd, owner of elvtrs. in Washington Court House, Bloomingsburg and Bowersville has purchased an elvtr. here.

Clyde, O.—L. C. Kern is now mgr. of the elvtr. of the Irvin T. Fangboner Co. and has resigned his position with the Gray & White Co.

Blanchester, O.—Reginald Foster, alias Nelson Joyner, was arrested in connection with the robbery of Dewey Bros. grain elvtr. in which \$6,700 was taken.

Williamstown, O.—The elvtr. of the Williamstown Elvtr. Co. which is being rebuilt to replace that which burned last December will be opened for business shortly.

Chippewa Lake, O.—I have again purchased the Chippewa Elvtr. Co.'s business which I sold four years ago and will run it under the name of the Chippewa Cash Elvtr. Co.—C. W. Carlton.

Cincinnati, O.—Frank R. Maguire has embarked in business for himself with offices in the Thomas Bldg. He was associated with the firm of Maguire & Co. before the death of his father.

Goodwin, O.—The loss on our elvtr. and coal house which burned recently was \$16,000 on grain and coal \$10,000. The building was insured for \$15,000 and the grain for \$12,000. We have not yet decided on the re-building.—John Wickenhisser & Co.

Brookville, O.—The Farmers Equity Grain Co., which made an assignment, operated elvtrs. at Arcanum, Jaysville and Pittsburg. Surely we elevator fellows are having a hard time. Who's next?—Miller & Miller, per Henry Miller.

Bowersville, O.—An elvtr. has been purchased here by C. E. Lloyd, owner of elvtrs. in Washington Court House, Bloomingsburg, and Jamestown.

Haviland, O.—The sale of the elvtrs. of the Haviland Elvtr. Co. here and at Tipton to Griffiths was never completed. Harvey Eikenbary purchased the elvtr. here and took charge Sept. 1. His business address is Van Wert, O.

Kemp (Kempton p. o.), O.—We had a \$15,000 loss and covered with \$8,000 insurance on our elvtr. which burned recently. Under the present conditions we don't feel able to rebuild now. Plans are under way to move an elvtr. here from a place where the railroad was abandoned. A new firm will probably be adopted for the business. At this time plans are not definite and cannot say what they will be but think they will be completed in near future.—J. B. Peters, The J. B. Peters Elvtr.

## OKLAHOMA

Bartlesville, Okla.—The Turner Grain & Commission house was looted Sept. 12.

Ponca City, Okla.—I have practically gone out of the grain business.—J. S. Hutchins, J. S. Hutchins Grain & Mfg. Co.

Guthrie, Okla.—Frank Gresham, pres. of the Gresham Flour Mills Corp. prior to its failure, has entered the flour and feed business.

El Reno, Okla.—Henry Schafer, vice-pres. of the Canadian Mill & Elvtr. Co., was injured recently when kicked by a horse at his ranch near White Deer, Tex.

Frederick, Okla.—Our elvtr. was damaged to the extent of \$5,000 on Sept. 3. Loss on stock \$2,500; insured. Elvtr. capacity 16,000; have house almost rebuilt, am using one leg.—Calvert & Abercrombie.

## OREGON

Portland, Ore.—The Portland Merchants Exchange incorporated; capital stock, \$25,000.

Portland, Ore.—The Merchants Exchange Ass'n will underwrite the hay and grain show to be held in connection with the Pacific International Livestock Exhibition on Nov. 3-10.

Portland, Ore.—The Merchants Exchange has appointed a com'te consisting of Frank L. Shull, chairman; N. A. Leach, sec'y; I. C. Sanford, A. M. Chrystall, George A. Westgate, W. W. Harder and F. E. Ryer pres. of the Exchange to take charge of details in connection with the staging of the Hay & Grain Show, held in conjunction with the Pacific International Livestock Exposition in November.

## PENNSYLVANIA

Loganton, Pa.—E. E. Meyer suffered a total loss on Sept. 27 when his mill burned.

Newberry, Pa.—The Good City Mills incorporated; incorporators, Daniel P. Winner, Joseph W. Franck, Howard G. Gessier and Norman S. Caldwell.

## SOUTH DAKOTA

Ashton, S. D.—The Columbia Elvtr. is repainting this fall.

White Rock, S. D.—M. Martinson has succeeded Mr. McCarter as mgr. of the Farmers Elvtr. Co.

Platte, S. D.—The Farmers Elvtr. Co. built a new warehouse this fall.—L. C. Buton Co., Bovee, S. D.

Tea, S. D.—I am installing a 7½-h.p. electric motor and will soon install truck dump and 10-ton scale in my elvtr.—J. P. Olson.

Crandon, S. D.—My new elvtr. will be ready to take in grain by Oct. 8. It will be cribbed and up to date in every way. I am no longer connected with the firm of Stahl & Meyers.—G. G. Stahl.

Tea, S. D.—The elvtr. of C. W. Derr of Mitchell has been completed here. The elvtr. is 25,000-bu. 12-bin, iron clad. A 10-ton dump scale with a dump was used. T. E. Ibberson had the contract.

Arlington, S. D.—The Central Dakota Mill Co. is no longer in business.

Castlewood, S. D.—The elvtr. of the Eagle Roller Mill Co. has been repainted.

Pollock, S. D.—The new house built by Ibberson for the Pollock Farmers Elvtr. Co. has basement frame siding composition roof, 15-h.p. F-M engine, plain dump scale, electric lighted, no cleaner and no weighing out scale. Coal sheds have just been completed by a local carpenter, John Van Nice.—Wm. Jahraus, mgr.

Goodwin, S. D.—We have incorporated the Rohweder Grain Co.; \$10,000 capital stock. H. E. Rohweder, pres.; W. Rohweder, vice-pres.; S. W. Rohweder, sec'y-treas.; H. E. Rohweder, mgr. We have been in business here 25 years, deciding that incorporating would be more advantageous.—Rohweder Grain Co., H. E. Rohweder.

Winship, S. D.—The Winship Equity Exchange has mortgaged its entire plant and equipment to me and also leased same to me for the handling of the 1923 crop. I have retained as mgr. R. H. Pyhman, who was the former mgr. of the Winship Equity Exchange. I was mgr. the first year of its existence. I shall remain in the work of the Equity Co-operative Auditing Ass'n and operate the elvtr. business under the firm name, W. L. Dean, Lessee, Winship Equity Exchange.—W. L. Dean.

## SOUTHEAST

Laurel, Miss.—K. J. Bartsch formerly of Wallingford Bros. Grain Co. at New Orleans, La., will engage in business here.

Bluefield, W. Va.—We are a new corporation and have bot out the property of the old Wright Mfg. Co.—Bluefield Mfg. Co.

Middletown, Del.—Arthur E. Stevens of Selbyville has incorporated the Middletown Grain & Mfg. Co.; capital stock \$50,000.

Huntsville, Ala.—The wooden grist mill of C. J. Walker was totally destroyed by fire Sept. 21. It is believed the fire started from defective wiring. Loss \$2,500, partly insured.

Elkins, W. Va.—We do not know as yet what type of new construction we shall use, what machinery we shall install to replace the elvtr. which burned Sept. 14. We shall use part of the building that is usable.—The Darden Co., R. Darden, owner.

## TENNESSEE

Nashville, Tenn.—S. S. Kerr is building a new shelling plant and covering his old house with iron.

Nashville, Tenn.—The office of Chas. H. Vincent here will continue under the direction of Geo. L. Harrison. Mr. Vincent will move to Evansville, Ind., to look after his interests there.

## TEXAS

Bay City, Tex.—The Carter Grain Co. Inc., has decreased its capital stock from \$100,000 to \$50,000.

Ft. Worth, Tex.—Mr. Jennison formerly of the Rothschild Grain & Comm. Co. has made a connection with the C. M. Carter Grain Co.

Gainesville, Tex.—The elvtr. of the Whaley Mill & Elvtr. Co. burned recently, containing 40,000 bus. of oats. Loss covered by insurance.

Sherman, Tex.—The Pittman & Harrison Grain Co. incorporated; capital stock \$50,000. Incorporators, I. R. Bobbitt, J. A. Hughes, and C. E. Wheat.

Decatur, Tex.—The oil mill property and the depot here has been purchased by The Bewley Mills Co. preparations being made for the erection of a 25,000-bu. elvtr.

Stratford, Tex.—H. M. Baggarly of Happy, has succeeded me here, as I am leaving for Sherman. A 10-ton Howe Truck Scale will be installed here, the Star Engineering Co. having the contract.—C. C. Barkham, of the Chapman Mfg. Co. of Sherman.

[Continued on page 480.]



## Patents Granted

**1,467,165. Bag Holder.** Daniel W. John, Mancos, Colo. Over the toothed portion is a slideable bag-engaging member having means for engagement with the teeth of the toothed portion.

**1,467,038. Grain Drier.** Alex. Huhn, assignor to A. Huhn Mfg. Co., Minneapolis, Minn. The material is fed into the drying chamber, which is surrounded by heating means over which air is passed.

**1,467,802. Grain Weigher.** John Mainland, assignor to Advance-Rumley Co., Laporte, Ind. A bucket supported from a beam at the head of the elevator is adapted to rise and fall therewith and is mounted for oscillation about a pivot point.

**1,466,724. Grain Elevator.** Wm. McMeans, West Liberty, Ia. The elevator is adjustable, being supported at one end by a carriage traveling on an elevated trackway. Guide rollers attached to the lower end of the elevator travel in a vertical guideway.

**1,467,323. Sacking Device.** James E. Jewell, Kansas City, Mo. The sacker comprises two members of channel form, the channels increasing in depth from one end to the other, the sides of one channel being adapted to overlap the sides of the other.

**1,469,645. Sulphur Burner.** Wm. Hoffman Kobbe, New York, N. Y., assignor to Texas Gulf Sulphur Co., Bay City, Tex. This patent covers the method of placing a pan having slots in its sides to receive the corners of the overlying pan when the pans are stacked.

**1,467,041. Transport Device for Grain.** Otto E. Johnson, Skien, Norway. The material to be conveyed is supported on an inclined roof structure arranged above the conveying mechanism. The material fed into the conveyor thru a continuous slot formed by the inclined surface and the depending wall.

**1,468,709. Bag-Mouth Expander.** Alfred J. La Grandeur and Edward C. Anderson, Somerset, Wis. The bag mouth opener comprises a resilient band bent to form an expandable hoop, and lever manipulating means adapted to be grasped in one hand secured to the ends thereof of extending laterally therefrom substantially parallel to the plane of the hoop.

**1,468,436. Attrition Mill.** Louis E. Bauer, Springfield, O., assignor to the Bauer Bros. Co. The base member of the attrition mill comprises an elongated flat bottom base portion, having an integrally formed bearing support projecting vertically therefrom, a wall likewise formed therefrom extending inwardly from each side of the support, and bearing surfaces formed at the side edge of the wall.

**1,469,083. Sack-Closing Machine.** Henry O'B. Harding and James Jessen, Minneapolis, Minn. Means are provided for automatically stopping the sack conveyor when the sack is in a predetermined position, and means are provided for pulling the mouth of the sack from opposite sides when the latter is in position to cause the sack mouth to be flattened and elongated in the direction of travel of the sack.

**1,469,703. Bag Seal.** Norwood V. Stansfield, Baltimore, Md. This seal comprises a solid seal body, and a fastening cord looped about the bag and passing longitudinally thru the seal body, the seal body having side walls converging outwardly away from the inner end of the seal body, the outer end of the body having shoulders projecting beyond the ends of the side walls, to hold the cord in exposed position along the converging walls, substantially as described.

**1,469,644. Burning Sulphur.** Wm. Hoffman Kobbe, New York, N. Y., assignor to Texas Gulf Sulphur Co., Bay City, Tex. The burner comprises a plurality of open pans adapted to contain sulphur to be burned, the pans being stacked one upon the other in such manner that the products of combustion of the sulphur burning therein pass directly from each pan to the atmosphere, but at the same time permitting a mutual transmission between the pans of a substantial amount of the heat of combustion of the burning sulphur.

**1,469,510. Cutter for Forage or Grain Grinders.** Joseph Hochenauer, Pueblo, Colo. A cutter for feed and grain grinders and the like has oppositely projecting blades, each blade provided with a square end and concave sides forming cutting edges at opposite sides of the end, the outer portion of each blade being bifurcated longitudinally thru the end thereof and having its furcations oppositely and laterally deflected and concavely curved along the inner sides thereof, forming cutting edges at the inner sides of the ends of the furcations and permitting the latter to readily clear themselves in action.

**1,469,350. Grain Door.** Christopher E. Wood, Roxborough, Philadelphia, Pa. A knock down door for grain and like cars comprises upper and lower independent panels adapted to extend laterally across the door opening with their extremities behind the side posts of the door on the inside of the car, the lower panel being divided into a plurality of longitudinal sections, a bar adapted to be secured to the outer face of the upper panel with its lower end overlapping adjacent ends of the lower panel sections, and a block adapted to be secured to the sill of the door outwardly of and abutting the lower end of said bar to reinforce the latter in retaining the sections of the lower panel in position against pressure from within the car, the securing means for both bar and block being such as to permit ready detachment of the bar and block from the elements to which they are secured to release the sections of the lower panel and thereby to provide a discharge opening for the contents of the car.

### Imports of Seeds.

Imports of seeds for August, compared with August, 1922, and for eight months ending with August, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	August- 1923.	1922.	8 mos. ending Aug. 1923.	1922.
Beans, lbs....	4,746,173	15,959,940	113,872,076	55,981,260
Peas, lbs....	91,986	1,456,440	12,159,044	41,554,380
Clover, lbs....	3,562,452	592,335	6,121,098	16,373,700
Other gr. seeds, lbs. ....	286,624	1,748,963	6,743,396	13,112,809
Sugar beet seeds, lbs....	3,000	.....	13,350,089	2,819,789

### Exports of Seeds.

Exports of seeds for August, compared with August, 1922, and for eight months ending August, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	August- 1923.	1922.	8 mos. ending Aug. 1923.	1922.
Beans, bu.....	65,106	75,617	465,392	614,195
Peas, bu.....	3,426	4,362	60,125	46,974
Clover seed, lbs....	7,595	63,247	1,380,865	1,586,304
Alfalfa, lbs.....	27,317	45,272	192,130	867,120
Timothy, lbs.....	365,041	659,686	13,115,327	11,215,968
Other grass seed, lbs. ....	132,259	139,624	1,834,195	2,008,536

## Seeds

**VICKSBURG, MISS.**—The Vicksburg Seed Co. has been incorporated by J. F. Haid and others, with \$10,000 capital stock.

**CHICAGO, ILL.**—New machinery and new equipment is being installed in the new location of the J. Oliver Johnson, Inc.

**FARIBAULT, MINN.**—The store of the Farmers Seed Co. has been opened for business. P. R. Peters and Frank Ebel, proprietors.

**LA CROSSE, WIS.**—A small loss by fire was sustained recently by the John A. Salzer Seed Co. W. D. Weedy has resigned as general manager.

**EAST ST. LOUIS, ILL.**—The East St. Louis Seed Co. has been incorporated with \$50,000 capital stock, by John A. Rau, H. C. Beare and J. C. Carstens.

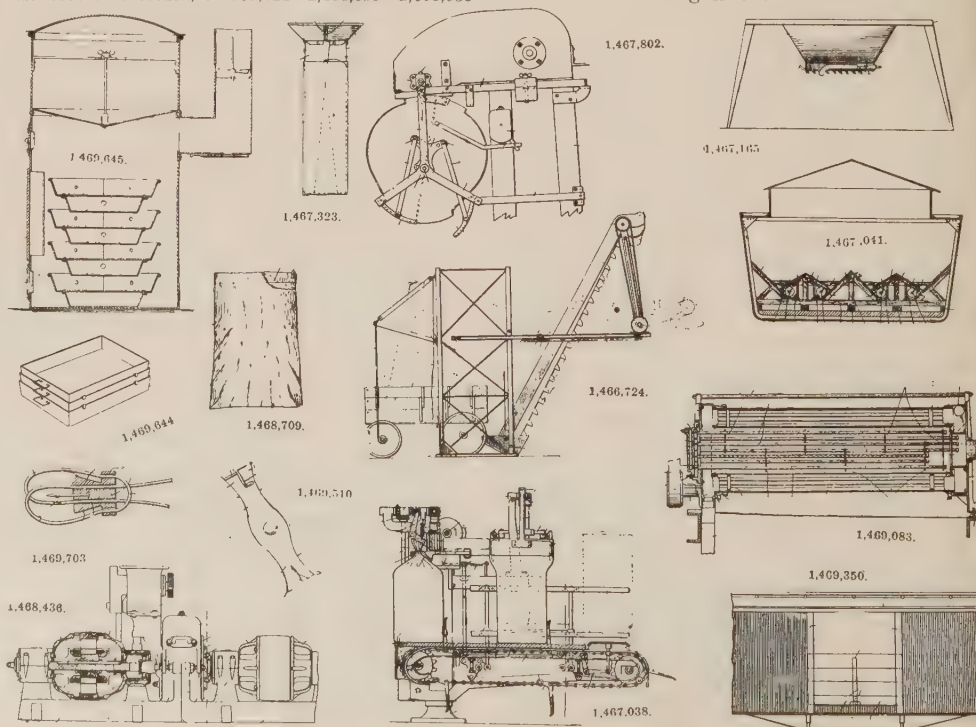
**LOUISVILLE, KY.**—John R. Watts & Son have recently been incorporated with \$10,000 capital stock, and have removed their office and warehouse to a new location.

**DES MOINES, IA.**—L. C. Jorgenson, a graduate of the government school at Washington, D. C., has been employed by the new Standard Seed Co., as chief analyst.

**MORRIS, ILL.**—Charles Hutchings of this place has arranged with the Northwestern Novelty Co. for the manufacture of his patented seed corn hanger.

**CHICAGO, ILL.**—C. Fleeger, representing Sluis Bros., has resigned as pres. and treas. of Sluis Seed Store, and is now connected with the Zwaan & De Wiljes Seed Co., of Holland.

**TOELDO, O.**—Clover seed bulls have not had such easy sailing this week. Offerings of futures have been much larger. Selling has the appearance of hedging sales. Receipts have been small, but crop movement is late. October shorts have nearly all retired. Deliveries before the month has expired will probably be fair. Western seed is beginning to trickle in and next month foreign seed will begin to arrive. Breaks will continue to attract investors due to our short crop, but final chapter will not be written until spring. Old prime which is of good color and very desirable seed does not meet with ready sale. Dealers who desire domestic seed should take on old prime on any break.—C. A. King & Co.





DUBUQUE, IA.—The Dubuque office of the Adams Seed Co. has been discontinued by Jas. T. Tait, referee in bankruptcy, and the office furniture has been shipped back to Decorah.

SALT LAKE, UTAH.—The Garvey Seed Co. has been incorporated to do a general brokerage and seed storage business. The capital stock is \$50,000; and the officers are G. L. Bryant, pres.; T. F. Bryant, vice pres.; G. H. Parkins, sec'y-treas.; Mrs. O. L. Bryant and M. A. Bryant.

DAVENPORT, IA.—Le Roy Brewer, 18 years of age, was taken into custody here recently in connection with thefts of clover seed from farmers in Johnson County on an extensive scale. The four members of the gang disposed of the stolen seed thru elevators in the smaller towns.

NEOSHO, Mo.—Henry McKnight, employed in the Gittings Seed Store for about twelve years and for the last two or three years a traveling man for the Leonard Seed Company of Chicago, has purchased the seed store of F. J. Gittings. This sale only includes the business and Mr. Gittings retains the building in which the store is located.

TOLEDO, O.—Clover ruled lower this week, the decline being in the deferred futures. The distant futures are the most attractive hedging months. Understand quite a little foreign seed being sold on this advance. Many dealers are hedging cash purchases with sales of the deferred futures. Some investors are also accepting handsome profits. Good demand on the scale down. October strong, increasing its premium over December. Open interest not large. No new prime has been made. Deliveries on contracts will probably be made later in the month. Market appears more two-sided around present levels. The future trade will depend largely upon the movement of the new crop and the volume of imports of foreign seed. Toledo usually acts as host to a large amount of seed. Receipts to date have been very light on account of late movement.—Southworth & Co.

MINNEAPOLIS, MINN.—Northwestern grain men estimate the U. S. crop will market during the year about 15 million bushels of flaxseed. Over 5 million bushels have been unloaded in Minneapolis and Duluth and we think over 2 million bushels have been sold to arrive and for October-November. This would leave 8 million bushels for sale during the next ten months. The price has been satisfactory to the farmer and the weather has favored the movement, so that we estimate 80% of this crop will be marketed during the first seven months to March 1st. At present values our domestic seed can be laid down in New York for about 15c per bushel less than Argentine, but if there are only 5 million bushels of it to be sold between now and March 1st that amount will be far short of the requirements of the mills from Buffalo West. We will get a little seed from Canada, but

from the same acreage last year we received in 12 months only about 2 million bushels.—Archer-Daniels-Midland Co.

WOOSTER, O.—The Ohio Exp. Station recommends that seed corn ears be suspended by binder twine or placed on prepared woven wire fencing or wooden racks and kept in a well ventilated and heated attic, garage, or furnace room until thoroughly dry, when they are stored in a cool, dry place. In experiments at the Ohio Station, aeration alone increased the yield 1½ bushels, artificial heat 2½ bushels, and both 4 bushels over otherwise carefully kept seed. In an occasional year like 1917-18, the lack of heat may mean the difference between good and worthless seed. That year seed taken from the crib at the Station gave a germination of only 1 per cent, while that provided with heat and air in drying gave 95.7 per cent. Heat will probably be required this fall to offset the early frost, it was suggested.

KOTA a new wheat developed by the U. S. Dept. of Agriculture and the North Dakota Agricultural Exp. Sta. is a hard red spring wheat and was developed from seed brought from Russia in 1903. The new variety can be immediately useful in replacing durum wheat in eastern North Dakota where it is particularly well adapted and where durum wheat has been grown entirely out of proportion to market demands, with a consequent depressing effect on prices, durum wheat recently selling at a discount of from 20 to 40 cents a bushel below hard red spring wheat.

OLYMPIA, WASH.—J. A. Boyce, doing business as the J. A. Boyce Seed Co., has filed suit against E. L. French, director of the state department of agriculture, attacking the constitutionality of the 1923 seed dealers' license law. Formerly the tax upon all seed dealers was \$10 annually, but the 1923 law made the tax on wholesalers \$200, no license fee being required from small dealers who bought seed from the licensed wholesalers, the fee in cities of the first, second and third classes being \$10, \$5 and \$1 respectively. Mr. Boyce alleges that the law is an unconstitutional interference with interstate commerce, since he buys all his seeds from outside the state; and that the exemption of retailers buying from licensed wholesalers is class legislation.

BOSTON, MASS.—Any government official, seedsman, purchaser of seeds or other interested party, having a bona fide complaint against a seed grower or seed merchant dealing in seeds and resident in the United States or Canada is invited to file complaint with Curtis Nye Smith, of this city, chairman of the grievances com'te of the American Seed Trade Ass'n, and such complaint will be fairly, fully and promptly acted upon by the com'te without cost to complainant. The purposes of the com'te are to investigate and, so far as possible, to attempt to eliminate fraud and misrepresentation of quality of seeds. To prevent unfair competition in the business of selling seeds. To correct any errors or abuses in the administration of seed laws or otherwise by administrative officials.

## Timothy Seed Movement.

Washington, D. C., Sept. 29.—Timothy seed movement was fairly brisk during the two weeks ending Sept. 11 and prices advanced about \$1 per 100 lbs. Sixty-five per cent of the crop has been sold by growers, which is about 5% less than was reported for the 1922 and 1921 crops. Because of the larger crops in 1921 and 1922 than this year the quantity (pounds) of seed estimated to have moved from farmers' hands is slightly less than two-thirds of the 1921 and 1922 shipments at a corresponding date.

The greatest movement since harvest has taken place in southern Iowa, where 80% of the crop has been sold. In northeastern South Dakota about 30% and in southern Minnesota about 35% of their respective crops have left growers' hands.

Prices paid to growers on Sept. 11 averaged

\$6.45 per 100 lbs. "basis clean seed" compared with \$5.45 two weeks ago, \$4.25 a year ago, and \$3.80 two years ago. The range of prices is from \$6 in northwestern Missouri and \$6.15 in southern Minnesota to \$6.65 in Illinois and \$7 in northern Ohio.

Carryover of old seed in growers' and local shippers' hands in most sections is small. Comparatively few scattered localities report as much as 5-10% of the old crop held by them.

Rains in some sections have affected the quality of the seed that was late in being threshed, but the quality of the whole crop seems to be fully equal to that of last year.—U. S. Dept. of Agriculture.

DALLES, ORE.—The Oregon Co-operative Grain Growers ass'n will insist this year on 100 per cent delivery of all wheat grown by members of the ass'n.—C. C. Hindman, attorney for the ass'n.

# HESS

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## Receipts and Shipments of Seeds.

Receipts and shipments of seeds at the various markets during September compared with September, 1922, were as follows:

FLAXSEED			
	Receipts— 1923	1922	Shipments— 1923 1922
Chicago, bus.....	81,000	47,000	61,000
Duluth, bus.....	1,272,150	515,112	606,702 180,568
Minneapolis, bus.....	2,654,070	942,150	264,830 183,420
New York, bus.....	10,000	.....	.....
Winnipeg, bus.....	281,250	.....	.....
Superior, bus.....	1,017,980	375,505	374,105 186,794
Milwaukee, bus.....	276,060	51,450	380 2,902
Montreal, bus.....	51,598	24,660	.....
Ft. William, bus.....	140,309	23,512	121,803 80,370
TIMOTHY			
Chicago, lbs.....	13,397,000	9,593,000	4,251,000 6,303,000
Milwaukee, lbs.....	1,338,130	1,254,295	570,750 50,608
New York, bags.....	.....	.....	.....
Toledo, bags.....	820	6,621	3,412 3,515
CLOVER			
Chicago, lbs.....	641,000	1,358,000	273,000 547,000
New York, bags.....	.....	.....	1,795
Milwaukee, lbs.....	88,262	112,285	517,152 138,742
Toledo, bags.....	451	5,271	2,862 700
KAFIR AND MILO			
St. Louis, bus.....	16,800	26,400	4,110 17,705
Wichita, bus.....	.....	.....	.....
Kansas City, bus.....	18,700	35,200	65,000 32,000
ALSIKE			
Toledo, bags.....	1,323	669	275 3,515



## Supreme Court Decisions

### Obligations of Seller Under c.i.f. Contract.

—The use in a contract of sale of the letters c.i.f. imposes on seller the duty of procuring at his cost and delivering to purchaser upon payment a B/L properly indorsed, and an insurance policy covering the risk of voyage, especially when the contract provides for payment on presentation of sight draft against steamship B/L or delivery order accompanied by other necessary documents.—*Rand v. Morse*. U. S. Circuit Court of Appeals. 289 Fed. 339.

**Purchaser May Sue for Failure to Deliver Hay, But Not for Possession of Property.**—An agreement to sell all the hay to be raised on certain premises during a certain year, at an agreed price, upon which a part payment is made, is merely an executory contract of sale and does not vest title in the purchaser; so, that, upon refusal of the seller to deliver the hay, the purchaser may sue for damages for failure to deliver, but not for possession of the property.—*Bertleson v. Van Deusen Bros. Co.* Supreme Court of Idaho. 217 Pacific 983.

### Liability After Delivery on Spur Track.

Within Act Cong. March 4, 1909 (U. S. Comp. St. § 10403), empowering Interstate Commerce Commission to formulate rules and regulations governing shipments in transit, "in transit" means in course of passage from one point to another, and goods are in transit so long as they are on their passage and until they come into actual or constructive possession of vendee, and shipment of explosive gasoline was not in transit after delivery on consignee's spur track and taking of possession by its employees.—*Davis, Director-General, v. A. F. Gossett & Sons.* Court of Appeals of Georgia. 118 S. E. 773.

**Measure of Damages for Breach of Contract to Loan Money.**—Where bank breached its contract to loan roller mill company \$14,000 to buy wheat during the season, or harvesting time, when the experience of both parties was that wheat was lower as farmers hastened to dispose of it, the company could recover its lost profits consisting of the difference in the value of the wheat which it could have bought with the \$14,000 at the proved average price of \$1 per bushel during the season and the market value of such wheat later, proved to be \$1.60 per bushel, or \$8,400.—*National Bank of Cleburne v. M. M. Pittman Roller Mill Co.* Court of Civil Appeals of Texas. 252 S. W. 1096.

**Bank Not Liable on Shipper's Error in Naming Notify Party.**—In an action against a bank to recover for the alleged negligent handling of a draft, with bill of lading attached, covering a shipment of a carload of hay by plaintiff where the shipment was shown to have been consigned to the order of P. with instructions to notify T. and the draft with bill of lading attached drawn on S., and where the damages resulting to plaintiff were shown to have grown out of delay in identifying the shipment as the one intended for S., on whom the draft was drawn, rather than any negligence of the defendant bank, held, that a judgment against the bank could not be sustained.—*First Nat. Bank of Farmersville v. Harris Bros. Grain Co.* Court of Civil Appeals of Texas. 254 S. W. 119.

## Railroad Claims Collected

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### The Security Adjustment Co., Inc.

1123 Builders Exchange Bldg. MINNEAPOLIS, MINN.  
References: Any bank, mercantile agency, commission firm or editor of this publication.

## Wichita's Annual Wheat Show.

The International Wheat Show and Soil Products Exposition, which was held this year at Wichita, Kan., Sept. 26 to Oct. 6, was much ahead any of its predecessors both in the number and quality of exhibits.

This exposition lays particular stress on grains and other soil products, rather than on live stock. It is strictly an indoor fair, being held in a large building known as The Forum, and from this fact its sponsors have coined the descriptive slogan "the largest indoor fair in the world."

A man who has already made himself widely known in the wheat world won three of the first prizes for that grain. John Howell, of Montrose, Colo., was awarded first place on his Blackhull wheat, best bushel hard red spring wheat, and best bushel "any other variety" hard red winter wheat.

The best bushel of Kanred wheat was shown by Homan & Sons, Peabody, Kan., and the best bushel of soft red winter wheat by G. R. Wheeler, Ottawa, Kan.

Geo. Howell, also of Montrose, Colo., was given first place among exhibitors of wheat who had never before exhibited at the show.

The sweepstakes prize on corn was won by Fred Bein, of Oneida, Kan. He also received the first award on Johnson County white corn, and on Reid's Yellow Dent.

Other first prizes on grain were as follows:

### Corn.

Boone County White: F. P. Freidline, Caney, Kan.

Silver Mine, Iowa Silver Mine and Indian Chief: K. C. Swihart, Lovewell, Kan.

Commercial White: F. P. Freidline, Caney, Kan.

Early White Dent: H. O. Onstoot, Braman, Okla.

Blue and White Dent and Leaming: G. R. Wheeler, Ottawa.

Kansas Sunflower, Hildrath, Iowa Gold Mine and Hickory King: L. G. McGee, Ottawa, Kan.

Golden Beauty and Squaw Corn: Hugh Campbell, Ottawa, Kan.

Midland Yellow Dent: Harold E. Stoodt, Ottawa, Kan.

Calico: A. L. Cummings, Colwich, Kan.

Bloody Butcher: H. Homan, Peabody, Kan.

### Oats.

White: A. E. Carlson, Wichita, Kan.

Black: Ira M. Swihart, Webber, Kan.

Red: E. O. Starr, Wichita, Kan.

Kanota: W. J. Roof, Maize, Kan.

### Barley.

Two-rowed: L. C. Swihart, Lovewell, Kan.

Six-rowed: G. R. Wheeler, Ottawa, Kan.

Black Hullless: Ira Swihart, Webber, Kan.

White Hullless: Harry Homan, Peabody, Kan.

### Rye.

Best Bushel: L. C. Swihart, Lovewell, Kan.

## Coaxing Smiles

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

### The Buyer Was Not Arrested.

The February thermometer was below zero. Friends grouped themselves around my small office stove, rubbing and blowing their red-dened hands.

A call from the outside hastened my footsteps into the blizzard where I found a good old Irish customer who had defied the storm and brot in a load of oats.

It was back in '97 and oats were selling from 10 to 12 cts., corn 18 cts. My friend had driven over 7 miles to market and his oats were unusually large, bright and heavy.

"Did ye ever been seem' a finer load of oats than that?" "Never!" I assured him.

"And now what can ye be a given fer the loikes of 'em?" I assured him they would bring the top of the market. I could pay him 12 cents.

The old man raised his hands in horror, his eyes towards the bleak sky:

"God fergive me; yee's air jest payin' enuf fer the oats to kape the law off of yee's fer stalin' 'em."—S. H. B.

## Grain Carriers

THE GRAIN movement toward Montreal was interrupted Oct. 4 when a bridge at Ville St. Pierre fell into and obstructed the Lachine Canal. Forty boats were tied up.

THE STEAMER Palijune, with 78,000 bus. wheat from Fort William for Montreal, ran aground in a fog at the head of the Morrisburg Canal Sept. 24. The cargo was taken out in lighters.

CONSTRUCTION will begin immediately on the second of five locks to connect the Great Lakes and the Mississippi River, the contract having been let for the lock at Lockport, Ill., at a cost of \$1,460,012, to be 110 ft. wide and 600 ft. long.

NEW YORK, N. Y.—Six of the eastern railroad companies have been served notice by the train service unions that the war peak of wages will be demanded for engineers, firemen and conductors. The minimum is to be \$6 a day for firemen and \$8 a day for engineers.

AUSTIN, TEX.—The hearing on the Texas grain rate situation, the fundamentals of which were fully stated in the Journal Sept. 25, pages 402 and 403, has been postponed by the Interstate Commerce Commission from Oct. 1 to Oct. 15. A similar hearing will be held Nov. 1 at Oklahoma City, Okla.

WINNIPEG, MAN.—The Lake Shippers Clearance Ass'n, which handles all shipments from Ft. William and Port Arthur, re-elected all the old officers at the recent annual meeting. They are: President, Capel Tilt; vice-president, H. T. Swart; treasurer, A. K. Godfrey; secretary, S. T. Smith; directors, C. C. Field, F. J. Anderson and R. M. Wolvin.

A RECORD-BREAKING TRAIN of 125 cars of wheat, a mile in length, was hauled by the Canadian Pacific between Stoughton and Arcola, Sask., Oct. 5. The contents of the cars weighed 5,566 tons which, with a tare of 2,388 tons, made a total weight hauled by a single engine of 7,946 tons. The great string of cars contained 185,000 bushels of wheat.

MILWAUKEE, WIS.—Contracts have been let by the Pere Marquette for the construction of two car ferry vessels, one to be completed Mar. 1 and the other Aug. 1 at a cost of \$1,750,000. The boats will be as large as permitted by the Milwaukee harbor, taking 26 cars of 42-ft. length on the main deck. This will bring the Pere Marquette fleet of across the lake carriers up to 7 in number.

NEW YORK, N. Y.—The new lake and canal barge Twin Ports docked at this city Sept. 20 with its first cargo of rye from Buffalo. The first trip started from Ashtabula, O., where the boat was built. After taking on 50,000 bus. rye at Buffalo the vessel went thru the Erie Canal with a party of engineers and shipping men. The return cargo to Duluth, Minn., was of varied character. Two Lombard-Diesel engines drive two 250-k.w. electric generators, the current from which runs two motors connected to twin propellers of 250 h.p. each, giving a speed of 13 miles per hour in the open lake. In the canals the lower speed permits the use of a 40-k.w. auxiliary generator.

A REDUCTION of 4.5c per 100 pounds on grain went into effect Oct. 1, under supplement No. 4 to C., M. & St. P. tariff, 2463-H, I. C. C. B-4862. The rate on corn, rye, oats, barley and articles taking same rates from Minneapolis Transfer, St. Paul, Minnesota, etc., to Milwaukee, Wisconsin, and Chicago, Illinois, only, will be 16 cents per hundred pounds on shipments destined east of Illinois-Indiana state line. Surrender of inbound reference will not be required from shippers. The above rate will also apply from Vermillion, Westwood, Langdon and Newport, Minnesota, and will expire December 31, 1923. Effective January 1, 1924, the rate of 2.5 cents per hundred pounds will be restored.



THE UNITED STATES RAILROAD LABOR BOARD has annulled a contract between the San Antonio & Aransas Pass Ry. Co. and the Brotherhood of Railroad Trainmen agreeing that 85 per cent of the employees in the yards should be members of the union, the board holding that "A railway employee's membership or non-membership in an organization should not be a matter of compulsion." The Switchmen's Union had complained that the rule discriminated against that union.

THE MILWAUKEE Chamber of Commerce has received permission from the Interstate Commerce Commission to intervene with other cities in the freight rate case of the Des Moines Board of Trade against railroads of the Southwest. Des Moines wants a rate of 2 cents a hundred-weight on all grains over the Kansas City rate to points in the Southwest. This rate, if granted, would give Kansas City a freight advantage over Milwaukee of 6 to 8 cents a bushel, it is said.

IN ITS REPORT issued Oct. 4 the American Ry. Ass'n reports the revenue freight loaded during the week ending Sept. 22 to have been 1,060,436 cars, 48,906 cars having been loaded with grain and grain products, a decrease of 5,556 cars under the preceding week, 2,847 cars under the same week last year and 4,000 cars under the same week of two years ago. During the week the number of surplus freight cars was reduced 10,072. The railroads on Sept. 15 had fewer freight cars in need of repair than at any time since May 15, 1920, according to the American Railway Association. On Sept. 15 the number in need of repair totaled 165,284 freight cars, 7.3 per cent of the total number on line. This was a decrease of 10,043 compared with the number in need of repair on Sept. 1, at which time there were 175,327, or 7.7 per cent. Of the total number, 130,112, or 5.8 per cent, were in need of heavy repair on Sept. 15, a decrease of 7,117 under the number in need of such repair at the beginning of the month, while the number in need of light repair totaled 35,172, or 1½ per cent, which was a decrease of 2,926 during the same period.

SEATTLE, WASH.—At the hearing before Examiner Mackley of the Interstate Commerce Commission here recently Lee Kuempler, representing the Minneapolis Chamber of Commerce and flour-millers of that city, testified that grain and flour men of Minneapolis and Duluth are determined if possible to hold the wheat trade of Montana which they monopolized until the westbound export rates permitted Coast grain and flour exporters to enter Montana last fall for the first time. He urged the cancellation of westbound export rates of 7c per 100 lbs. lower than the domestic rates on the grounds that Montana farmers are receiving no benefit and that they constitute a discrimination against Minneapolis and Duluth. He asked that if export rates are continued, domestic rates be equalized. Frank Keyser, traffic commissioner of the Duluth Chamber of Commerce and Board of Trade, and C. T. Vandenoever, secretary of the Southern Minnesota Mills, testified that the Montana wheat farmers are not fighting the export rates and that if the grain went west it would be because coast buyers paid a better price than Minnesota millers and dealers. Their charge against the rates was based on the theory that they could be fraudulently used by coast millers despite stringent "policing" rules of the railways. Mr. Vandenoever indirectly stated that wheat brought to the coast from Montana had been milled into flour for the domestic trade.

GRAIN to Canada will take new rates Nov. 15. J. S. Brown, manager of the transportation department of the Chicago Board of Trade, in a bulletin to members, gives a list of the reshipping rates from Chicago. There will be a general readjustment of rates on Grain, Grain Products and By-Products to points in CANADA for domestic consumption from Chicago, Milwaukee, Peoria, St. Louis and other gateways. This readjustment is published in Agent B. T. Jones' Tariff 351 and covers points in

Canada east of and including Windsor, Sarnia and Sault Ste. Marie. The rates on Grain Products and By-Products are one-half cent higher than the rates on Grain. The thru rates from points in Illinois and northwestern Indiana, including points in Iowa and Missouri on the west bank of the Mississippi river, are on the basis of the specifications to Chicago plus the reshipping rates; and the application via Chicago is substantially the same as for the thru rates to points in the United States east of and including Buffalo and Pittsburgh, as shown in the No. 6 East of Mississippi River Book of Grain Rates. The difference, or exceptions, in the application via Chicago to points in Canada from that to points in the United States are shown in detail in Supplement No. 11 to the No. 6 East Book. Reshipping rates, the same in amount as from Chicago, are published from Milwaukee, Wis., to points in Canada, via across-lake routes, but not via the C. & N. W. Ry. or C., M. & St. P. Ry. via Chicago. From Peoria the reshipping rates to Canada bear the same relationship to the rates from Chicago as now in effect for the rates to New York; and from St. Louis the reshipping rates to Canada are 4 cents higher than the rates from Chicago, the same as now in effect to New York.

## Pomerene Opposes Government Ownership.

Senator Atlee Pomerene of Ohio in an address in Chicago recently said, "After five years of government control and operation there would not be enough left of the railroads to justify the appointment of a receiver."

"The purchase of the railroads at this time would bring the national debt up to \$44,000,000,000, assuming the fair valuation of the roads as \$20,000,000,000.

"Is it sound judgment to burden this country with such an enormous debt, which would be added to by interest on bonds issued when government control and operation after twenty-six months proved a miserable failure and left an enormous deficit?"

## Not a Sure Cure.

The following letter was received recently by a large company which manufactures corn syrup:

"Dear Sirs: Though I have taken six cans of your corn syrup, my feet are no better now than when I started."—The Columbian Crew.

## Books Received

THE BUNGALOW BOOK is a very valuable book by Charles E. White, Jr. This book is not merely a book of plans, but offers all that amateurs require in planning and building a bungalow. In this volume are helpful hints on electric housekeeping, ideas for comfort, plumbing, warming systems, exterior painting, interior decorating, furniture, the garage, gardening and landscaping and a lot of good ideas for the non-professional. THE BUNGALOW BOOK is a most interesting volume of 221 pages, 5½x8 inches, published by The Macmillan Co., New York. Price \$2.25.

POWER, Its Application from the 17th Dynasty to the 20th Century, is an address in pamphlet form by F. L. Morse, at the Sept. 27 convention of the American Mining Congress giving an interesting historical account of all the various power inventions from the earliest times and leading up to the necessity of improved means of transmitting power such as the Morse Silent Chain, the rocker joint in which was invented by Morse in 1901. The invention of the bicycle intensified the demand for an improved chain which was met by good workmanship and correct design that led to the use of chains in almost every kind of transmission up to units of 1,000 horse power. The great success of the Morse Chain is due largely to its rolling contact which does away with friction and wear just as do the well known ball and roller bearings. Paper, 46 pages 6x9 inches profusely illustrated, the Morse Chain Co., Ithaca, N. Y.

# ELLIS GRAIN DRIERS

× ×

Wherever you go among the grain trade you will hear the Ellis Drier spoken of as a 'good drier.' That is a tribute which we have spent 25 years in getting and now that we have it we propose to keep it.

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**THE ELLIS DRIER CO.**  
Roosevelt Road and Talman Ave.  
CHICAGO, U. S. A.

## Cipher Codes

**Universal Grain Code:** The only complete grain code on the market, is the most up-to-date and latest grain code published, contains over 14,000 code words. Effects a greater reduction in tolls than any other domestic code. Contains code words for the U. S. Standard Grades of Wheat, Corn and Oats, 150 pages, 4½x7 inches. Price, leather bound, \$3.00; paper bound, \$1.50.

**Robinson Telegraph Cipher Code:** With 1912 and 1917 supplements, is for domestic grain business. Leather bound, \$2.25; cloth bound, \$1.75.

**Millers Telegraphic Cipher:** 1917 edition. Designed especially for the milling and flour trades. 77 pages, 3¼x6 inches, paper bound. Price \$2.00.

**Cross Telegraphic Cipher Code:** 7th edition revised for provision and grain trades. Contains 145 pages 4½x5½ inches, bound in cloth. Price \$2.00.

**A. B. C. Improved Fifth Edition Code:** Reduces cable tolls 50% thru the use of five-letter code words, any two of which may be sent as one word. Price in English, \$18.00.

**Bentley's Complete Phrase Code:** Contains nearly 1,000 million code words, any two of which can be joined together and sent as one word. Thru its use a saving of 50% can be easily effected in cablegrams. Appendix contains decimal money and list of bankers. 412 pages, 8½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

**Baltimore Export Cable Code:** Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

Your name in gold stamped on any of the above codes for 35 cents extra.

All prices are f. o. b. Chicago.

**GRAIN DEALERS JOURNAL,**  
309 So. LaSalle St., Chicago, Ill.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**E. B. Boyd**, agent Western Trunk Lines, in Supplement 9 to circular 1-Q gives rules, regulations and exceptions to classifications, effective Oct. 15.

**L. A. Lowrey**, agt., in Supplement 7 to 20-M gives local and joint terminal charges, rules and regulations from or to points within the Chicago district, effective Nov. 3.

**A. T. & S. F.** in Supplement 18 to 5588-M gives local, joint and proportional rates on grain and grain products, etc., between Kansas, Colorado, Missouri and Oklahoma; also Superior, Neb., and Joplin, Mo., and Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, Oklahoma and Wisconsin, effective Sept. 19.

**I. C.** in Supplement 4 to 1809-K gives joint and proportional rates on grain and grain products, from stations on Illinois Central R. R. in Ill. and Ind., also Dubuque, Ia., to Bellaire, O., Brownsville, Pa., Buffalo, N. Y., Charleston, W. Va., Gauley Bridge, W. Va., Huntington, W. Va., Indiana, Pa., Parkersburg, W. Va., Pittsburgh, Pa., Wheeling, W. Va., effective Nov. 15.

**C. R. I. & P.** in Supplement No. 3 to 28675-F gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds between Chicago, Peoria, Rock Island, Ill., Council Bluffs, Iowa, Kansas City, St. Joseph, St. Louis, Mo., Minneapolis, St. Paul, Minn., Omaha, Neb., and stations in Colorado, Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, Oklahoma and South Dakota and stations in Colorado, Kansas, Nebraska, New Mexico, Oklahoma and Texas, effective Oct. 25.

**A. T. & S. F.** in Supplement 2 to 5702-H gives local, joint and proportional freight rates on broom corn, castor beans, corn husks, popcorn, seeds, hay and straw, also seeds for seeding purposes, between Kansas, Colorado, Oklahoma, also Superior, Neb., and Joplin, Mo., and Kansas City, Mo.-Kan., St. Joseph, Mo., Atchison, Leavenworth, Kan., Omaha, Lincoln, Neb., Sioux City, Iowa, Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minn., and also distant rates between Kansas, Oklahoma and stations in Kansas, Superior, Neb., and Joplin, Mo., Superior, Neb., Joplin, Mo., and stations in Kansas; also between Superior, Neb., and Joplin, Mo., effective Oct. 20.

**C. & E. I.** in Supplement No. 49 to 8650 gives joint and proportional rates on grain, grain products and grain by-products, also cottonseed, cottonseed ashes, cottonseed hull bran and dried beet pulp, from stations on the C. & E. I. Railway to Kentucky, New York, Ohio, Pennsylvania, West Virginia and the Dominion of Canada, effective Nov. 15.

**C. R. I. & P.** in Supplement 3 to 29329-F gives local, joint and proportional rates on grain, grain products and seeds between Albright, Neb., Atchison, Kan., Council Bluffs, Iowa, Kansas City, Kan., Kansas City, Mo., Leavenworth, Kan., Omaha, Neb., St. Joseph, Mo., South Omaha, Neb., Sugar Creek, Mo., and stations in Iowa, Kansas, Missouri and Nebraska on C. R. I. & P. Ry., C. B. & Q. R. R., M. P. R. R. and Wab. Ry. and stations in Illinois, Indiana, Iowa, Minnesota, Missouri, South Dakota and Wisconsin, effective Oct. 25.

**I. C.** in Supplement No. 2 to 601-I gives local, joint and proportional rates on grain, grain products, feed, hay, meal, seeds, straw, flax fibre and moss between stations in Iowa, Minnesota, Nebraska, South Dakota on Illinois Central Railroad, Cedar Rapids & Iowa City Railway, Ft. Dodge, Des Moines & Southern Railroad, Great Northern Railway, Waterloo, Cedar Falls & Northern Railway, and Chicago, Ill., Milwaukee, Wis., Minneapolis, Minn., Omaha, Neb., Peoria, Ill., St. Louis, Mo., Ohio River Crossings and stations in Illinois, Indiana, Iowa, Kansas, Kentucky, Minnesota, Missouri, Ohio, South Dakota, Wisconsin, effective Nov. 6.

**C. & E. I.** in Supplement No. 8 to 600 gives local, joint and proportional rates on grain, grain products and grain by-products, also broom corn, green corn, corn cobs, cottonseed, cottonseed ashes, seeds (broom corn, Hungarian and millet) and red top seed chaff, from stations on the C. & E. I. Railway, also from Henderson and Owensboro, Ky., and from Cairo (via M. & O. R. R.), Joliet, Ill. (via E. J. & E. Ry.), and Mokena Transfer, Ill. (via C. M. & G. Ry.), to points in Illinois, Indiana, Iowa, Kentucky, Michigan, Minnesota, Missouri, Ohio, Pennsylvania and Wisconsin, effective Nov. 1.

**I. C.** in Supplement 1 to 601-I and 16 to 601-H gives local, joint and proportional rates on grain, grain products, feed, hay, meal, seeds, straw, flax, fibre and moss, between Iowa, Minnesota, Nebraska, South Dakota points on Illinois Central Railroad, Cedar Rapids & Iowa City Railway, Ft. Dodge, Des Moines & Southern Railroad, Great Northern Railway, Waterloo, Cedar Falls & Northern Railway and Chicago, Ill., Milwaukee, Wis., Minneapolis, Minn., Omaha, Neb., Peoria, Ill., St. Louis, Mo., Ohio River crossings and Illinois, Indiana, Iowa, Kansas, Kentucky, Minnesota, Missouri, Ohio, South Dakota, Wisconsin, effective Oct. 24.

**A. T. & S. F.** in Supplement No. 6 to 5702-H gives local, joint and proportional rates on broom corn, castor beans, corn husks, pop corn, seeds, hay and straw, also seeds for seeding purposes, between Kansas, Colorado, Oklahoma, also Superior, Neb., and Joplin, Mo., and Kansas City, Mo.-Kan., St. Joseph, Mo., Atchison, Leavenworth, Kan., Omaha, Lincoln, Neb., Sioux City, Iowa, Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minn., and also distance rates between stations in Kansas, Oklahoma, Kansas, Superior, Nebr. and Joplin, Mo.; Superior, Neb., Joplin, Mo., and stations in Kansas; also between Superior, Neb., and Joplin, Mo., effective Nov. 8.

### Insurance Notes.

**Authorities** state that 75 per cent of all fires are avoidable, principally by the exercise of greater care on the part of all concerned. The annual per capita fire waste in the United States is \$5.20; in Europe it is 33 cents.

**LANSING, MICH.**—O. M. Hienn, the newly appointed manager of the Michigan Inspection Bureau, has filed a new fire insurance rate schedule with L. T. Hands, state insurance commissioner, lowering rates from 7 to 10 per cent on mercantile and industrial risks, in compliance with the new laws.

**SPOKANE, WASH.**—The suit by Neil Bros. Grain Co. against three fire insurance companies to collect \$57,700 insurance is being heard by Federal Judge J. Stanley Webster at this city. The policies covered an elevator and wheat at Winona, Wash., that burned Apr. 25, 1922. The defense is that the requirements of the policies were not met and that all the wheat was not in the elevator when it burned.

### Meeting of National Fire Waste Council.

Representatives of national, local, trade and business organizations were present at a meeting of the National Fire Waste Council held on Sept. 20th. The purpose of the meeting was to co-ordinate the efforts of the individual organizations in the prevention of fire waste with a view toward creating a central source for the interchange of ideas, and for the organization of unified fire prevention endeavor.

Over forty were present representing such organizations as the National Chamber, National Board of Fire Underwriters, Mutual Fire Prevention Bureau, National Fire Protection Ass'n, National Ass'n of Insurance Agents, Underwriters' Laboratories, Fire Marshals' Ass'n of North America, National Ass'n of Credit Men, Boy Scouts of America.

Fire Prevention Week, October 7th to 13th, naturally dominated the meeting, but the session was given over to the whole problem of fire prevention rather than being limited to the activities of one week.

Plans for a huge, nation-wide Interchamber of Commerce Fire Waste Contest were explained by Chief Engineer Geo. W. Booth of the National Board of Fire Underwriters who worked out most of the contest details upon request from the National Chamber.

Sectional fire prevention contests have been conducted in various parts of the country in the past, but this year will mark the initiation of the contest idea as a national project.

The Chamber of Commerce competition plan includes ten items as follows:

- A. Reduction of Fire Loss.**
  1. Percentage reduction in the number of fires per 1,000 population.
  2. Percentage reduction in the number of fires exceeding \$1,000 loss.
  3. Percentage reduction in the fire loss per capita.
  4. Percentage reduction in the number of persons killed and injured per 100 fires.
- B. Fire Prevention Educational Activities.**
  1. Fire prevention education carried on in schools, civic organizations, fire department, boys' and girls' organizations and other groups.
- C. Permanent Structural and Protective Improvements.**
  1. Increase in ratio of area equipped with automatic sprinklers to the total area in the congested high value districts.
  2. Increase in ratio of number of buildings over two stories in height having all stair and elevator openings enclosed against fire to the total number of buildings in the congested high value districts.
  3. General improvements throughout the city for preventing, extinguishing and stopping the spread of fire, including the installation of fire protective equipment in industrial plants and public buildings.

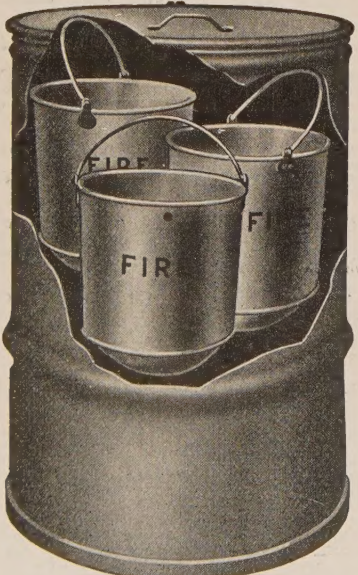
The first group, as may be observed, covers the actual results gained from fire prevention work; the second group will measure the character and amount of work being carried on toward further reduction of fire waste; and the third will cover some of the permanent accomplishments tending to make the city less liable to severe and extensive fires.

A campaign committee was chosen as well as a committee of judges who will decide upon the winning city. Plans for the contest are completed and the Chamber of Commerce of all cities of the United States are being instructed concerning the contest. An enthusiastic response and a large number of entries is expected.

Various other topics were brought up and discussed, among them being "Exposure Hazards" by W. F. Shaw, Assistant Secretary of the National Lumber Manufacturers' Ass'n; "Dust Explosions," by Dr. Price of the U. S. Bureau of Chemistry, and the "Standardization of Hose Couplings," by Major Howland of the Underwriters' Laboratories.

Resolutions concerning the various topics discussed were adopted.

ONE of Argentina's largest cereal companies failed with liabilities of 5,000,000 pesos, of which 2,000,000 pesos was loss by exchange. Creditors have arranged matters and will attempt reorganization. More than 100 employees were dismissed, but the failure did not affect the market except to lessen competition.



**FIRE BARRELS** filled with solution of Calcium Chloride provides better protection for your elevator and reduces your insurance rate. Write for particulars.

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CARBONDALE, PENN.



**I**NSURE where you are offered safety against fire and explosion loss and accompanying financial disaster through expert fire and explosion prevention service and sound insurance.

The Hartford Fire Insurance Company offers you complete service.

## HARTFORD



**Mill and Elevator  
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A trained body of engineers are ready to show you how to make your mill and elevator property safe from fire and explosion losses.

Let these experts confer with you. They know your problems—they can give you many tips on safety—and provide you with sound indemnity as sold by The Hartford.

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Bridgewater, S. D.

B. P. St. John, Treas.  
Worthington, Minn.  
E. H. Moreland, Sec'y  
Luverne, Minn.

## Tri-State Mutual Grain Dealers' Fire Insurance Company

LUVERNE, MINN.

A Grain Dealers Company writing Fire and Tornado Insurance on the Mutual Plan.  
We have returned 50% of the Deposit Premium for 20 years.  
Let us tell you about our Provisional and Short Term Grain Insurance. 100% Protection all the time.

## The "Grain Dealers Mutual"

No. 10.

We are interested in giving our policyholders a low insurance cost; but this can be done only by keeping down the fire loss. The months of October, November, and December generally produce a high loss ratio.

If you are interested in keeping down your insurance cost, let us suggest that you be extra careful during these months.

WESTERN  
DEPARTMENT  
300 Keeline Bldg.  
Omaha, Nebraska



C. A. McCOTTER  
Secretary  
Indianapolis  
Indiana

*It is a good plan to look the house over every night before closing.*

## Western Grain Dealers Mutual Fire Insurance Company

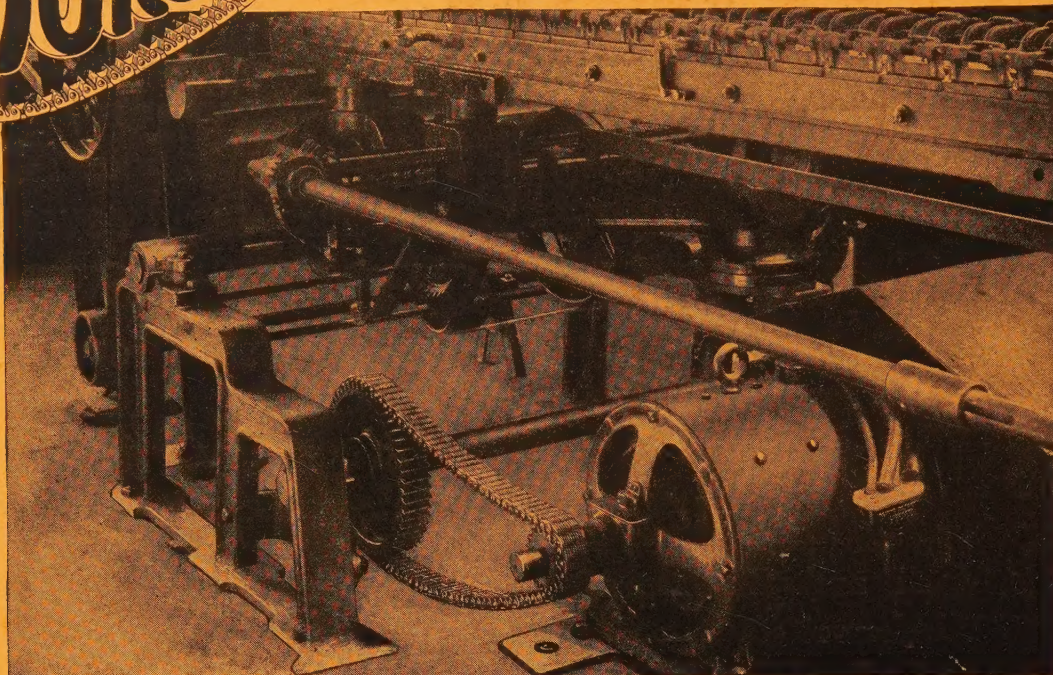
DES MOINES, IOWA

J. A. KING, President Geo. A. WELLS, Secretary  
A Legal Reserve Mutual Fire Insurance Company





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## *Where the season is short speed at every point of the elevator is essential*

Serious loss is incurred if the transmission of the power fails or is inefficient. It means that power transmission is one of the most important factors in operating and that only the very best in power transmission drives can answer these exacting demands.

Morse Silent Chain Drives are transmitting power in the better grain elevators throughout the U.S. and Canada. Chosen for their unquestioned efficiency in transmitting 99% sustained

efficiency, year after year, with practically little attention other than occasional lubrication.

Morse Silent Chain Drives provide positive speed ratio between driver and driven, quietness at high speeds, convenience of application in the use of short centers, long life and low upkeep costs.

Morse Engineers are experts in power transmission problems, their services are available to you without obligation, for the asking.

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CHICAGO, ILL. .... Merchants Loan & Trust Bldg.  
CLEVELAND, OHIO .... 421 Engineers Bldg.  
DENVER, COLO. .... 1761 Wazee Street, R. M. Parsons  
DETROIT, MICH. .... 7601 Central Avenue  
KANSAS CITY, MO. .... Finance Bldg., Morse Eng. Co.

NEW YORK CITY .... 30 Church Street  
MINNEAPOLIS, MINN. .... 413 Third Street, S., Strong-Scott Mfg. Co.  
MONTREAL, QUE., CAN. .... St. Nicholas Bldg., Jones & Glasco, Reg'd.  
PHILADELPHIA, PA. .... 612 Franklin Trust Bldg.  
PITTSBURGH, PA. .... Westinghouse Bldg.  
SAN FRANCISCO, CAL. .... Monadnock Bldg.  
ST. LOUIS, MO. .... Chemical Bldg., Morse Eng. Co.  
TORONTO, ONT., CAN. .... Bank of Hamilton Bldg., Jones & Glasco, Reg'd.  
WINNIPEG, MAN., CAN. .... Dufferin Street, Strong-Scott Mfg. Co.

